

Job Title :	Landscape Salesperson	Job Category :	Sales
Department/Group :	Administration	Job Code/ Req# :	
Location :	Hybrid	Travel Required :	Travel Required
Level/Salary Range :	Entry / Commision	Position Type :	Intern to stay
HR Contact :	Human Resources	Date Posted :	
Will Train Applicant(s) :	Will Train Applicant	Posting Expires :	
External Posting URL :	www.vacetime.com		
Internal Posting URL :			

Applications Accepted By:

EMAIL:

Admin@vacetime.com

Subject Line : Employment

Company Name : VaceTime

Job Description

ROLE AND RESPONSIBILITIES

As a Landscape Sales Associate at VaceTime, you will be responsible for promoting and selling our landscape design and installation services to prospective clients. You will play a key role in growing our customer base, building relationships, and achieving sales targets.

Prospect Identification:

- Identify potential clients through market research, referrals, leads, and networking.
- Build a database of potential customers.

Client Engagement:

- Reach out to prospective clients to introduce our landscape services and assess their needs.
- Schedule and conduct meetings or site visits to understand project requirements.

Design Consultation:

- Collaborate with clients to understand their vision and preferences for landscape design.
- Offer guidance and suggestions based on your knowledge of landscape design principles.

Proposal Development:

- Create detailed proposals outlining project scope, design concepts, materials, and estimated costs.
- Present proposals to clients, addressing questions and concerns.

Negotiation and Closing:

- Negotiate terms and pricing with clients to secure project contracts.
- Close sales deals and obtain signed agreements.

Client Relationship Management:

- Maintain ongoing communication with clients throughout the project lifecycle.
- Provide regular updates on project progress and address any client inquiries or issues.

Market Research:

- Stay informed about industry trends, competitor offerings, and pricing strategies.
- Adjust sales approaches and strategies as needed.

Sales Reporting:

- Maintain accurate records of sales activities, including client interactions, proposals, and contracts.
- Generate regular sales reports for management.

QUALIFICATIONS AND EDUCATION REQUIREMENTS / PREFERRED

- - Proven experience in sales, preferably in the landscape design and construction industry.
- - Strong interpersonal and communication skills.
- - Knowledge of landscape design principles and construction processes is a plus.
- - Ability to understand client needs and provide tailored solutions.
- - Proficiency in using CRM software or sales tools.
- - Self-motivated and goal-oriented with a track record of meeting or exceeding sales targets.
- - Valid driver's license and reliable transportation may be required.

Reviewed By :	Name	Date :	Date
Approved By :	Name	Date :	Date
Last Updated By :	Name	Date/Time :	Date/Time