Position: Regional Business Developer

Starting Date: May 2014

DAVEY RESOURCE GROUP, a division of The Davey Tree Expert Company, headquartered in Kent, Ohio has opportunities for experienced persons in the field of urban forestry. We are seeking team-oriented individuals with excellent written and oral communication skills that are self motivated and passionate about helping communities and organizations better care for and manage their urban forest. Candidates should possess a high work ethic and perform duties with an attention to detail and safety.

The Davey Tree Expert Company, which was first formed in 1880, has over 7,000 employees throughout the United States and Canada and is one of the top twenty largest employee-owned companies in the United States. Davey Resource Group provides a wide range of natural resource consulting services to clients in the private and public sectors, including urban forestry consulting and tree inventories, urban forest canopy assessments, and urban forest management planning.

POSITIONS AVAILABLE: Regional Business Developer – Greater Chicago area and upper Midwest

DUTIES: Responsible for sales and business development of urban forestry related projects in the upper Midwestern United States, defined as northern Illinois, Wisconsin, Minnesota, and Michigan. Emphasis is placed on selling consulting and planning projects related to urban forestry including; master planning, ordinance and legislation consultation, GIS and i-Tree analysis of urban forests and natural resources, tree inventories, risk tree assessments and tree appraisals, vegetation and natural resource surveys, invasive and endangered species work, green infrastructure and stormwater consulting projects, tree protection and preservation, software solutions, and grant assistance for municipalities and other clients. Occasionally perform project work, including fieldwork, data analysis, report writing, etc. The position’s duties may include all aspects of the project ranging from opportunity identification, project scope and budget development, and production, client management, and related administrative tasks. Typical client types are: local, state, tribal, and federal government agencies, educational institutions, cemeteries, zoos/arboretums, non-profit organizations, and commercial firms.

REQUIRED QUALIFICATIONS: Two- or Four-year degree in Forestry, Urban Forestry, Horticulture or related discipline. International Society of Arboriculture (ISA) certification. Valid driver’s license and good driving record. Excellent written and verbal communication skills. It is preferred that candidate have 5 or more years of industry experience. Ability to work and walk in urban terrain and inclement weather, work independently, and to travel.

DESIRED QUALIFICATIONS: ISA Municipal Specialist, Board Certified Master Arborist, and/or TRAQ. It is preferred that the candidate have municipal forestry knowledge, previous experience in sales or consulting, knowledge of municipal purchasing requirements, state and local grant knowledge, active involvement in the industry, and experience with public presentations. Applicants with the these additional qualifications specifically related to urban forestry will be given higher consideration.

ADDITIONAL INFORMATION: Full time position. Compensation based on qualifications and experience; includes a base salary plus commission. Davey Resource Group offers competitive wages, excellent benefits and full-time positions include the option to buy company stock after one year. Employees have access to industry related training materials and Davey Extension Courses. Pre-employment Drug
Screen and Social Security verification is required. The Davey Tree Expert Company is an Equal Opportunity Employer.

Contact—Send Resume and Cover to: (in Word format please)

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Visit Davey Website: WWW.DAVEY.COM for other job opportunities and company information