**Landscape Sales/Design Representative**

**Job Description**

We are seeking a highly motivated Landscape Sales/Design Representative to design & close sales in our award-winning landscape firm. As a Landscape Sales/Design Representative with Parker Homescape, you will meet with customers to gather information about their goals and specific requirements.

Additional tasks of the Landscape Sales/Design Representative include:

- Collaborating with our internal design team and other colleagues to develop landscape design proposals that meet customer specifications
- Presenting design proposals to customers
- Overcoming objections and obstacles to close sales

**Job Responsibilities**

As a Landscape Sales/Design Representative with Parker Homescape, you will remain actively involved in the entire sales/design process to ensure customer satisfaction, from initial contact through design installation.

Additional responsibilities of the Landscape Sales/Design Representative include:

- Prospecting for new customers
- Growing and developing current customer accounts
- Conducting site visits for initial evaluations and throughout project duration.

**Job Requirements**

As a Landscape Sales/Design Representative with Parker Homescape, you must possess superb communication and interpersonal skills as well as exceptional organizational skills. Our ideal Landscape Sales/Design Representative is a responsible team player who deems our company’s best interests a priority and has a desire to learn and grow with us. You must also be able to multi-task and thrive within a high pressure work environment. The job requires a very strong work ethic, persistence and a desire to succeed. This position can be extremely rewarding monetarily and offers an opportunity to grow and
prosper within a successful company. The job does require working long hours – sometimes 14-16 hour work days with (3-5 hours) of Saturday work for at least 9 months out of the year.

Additional requirements for the Landscape Sales/Design Representative include:

- Willingness to be trained in sales
- Working knowledge of plant material and hardscape
- Ability to create dynamic landscape designs OR willingness and desire to learn how to design

*Training will be offered for candidate

Company Overview

Parker Homescape is an award-winning landscape design and construction firm with a reputation for excellence in all aspects of outdoor home and commercial improvement. For nearly 70 years, the Parker name has become synonymous with helping to increase property values across the state of New Jersey. We offer a comprehensive landscape division that takes any project through all phases of development from consultation & design to construction & completion. We have been recognized as one of the top landscape firms in the United States and are also the recipient of many local and national landscape honors.

Requirements:

A. Highly motivated and loyal
B. Have a car to use for business purposes – we would reimburse mileage/gas
C. Responsible and Extremely Organized
D. Have the ability to multi-task and work within a high pressure, deadline-driven atmosphere with very long hours
E. Willingness to be trained in sales
F. Working knowledge of plant material and hardscape
G. Ability to create dynamic landscape designs OR willingness and desire to learn how to design
H. Must have strong interpersonal skills and like dealing with customers
I. Enjoys an atmosphere that is driven by goal setting.
J. Must be able to work well individually and in a team setting.

*Training will be available for all above criteria

Benefits

At Parker Homescape, we believe our employees are the key to our continued success, so we offer some of the highest pay packages in the industry, along with full benefit packages.

Please send a resume along with a cover letter explaining why you believe you would be a successful candidate for this position. Please send your resume to: info@parkerhomescape.com