TruGreen® is the nation’s largest and most comprehensive provider of lawn services. Headquartered in Memphis, TN, we have 253 branches throughout the country. Although we are national in reach and reliability, we have a small company feel as our highly trained professionals live and work in the communities they serve.

TruGreen® is now hiring for a Business Development Representative. This person will be responsible for achieving sales goals and executing sales plans within an assigned territory. They generate and secure new sales in a professional environment by calling on and prospecting property management firms, as well as, large corporations and sports related facilities as you can see below.

TruGreen’s® commercial production has grown by $4.8 million year to date over prior year. Today, we are looking forward to continued growth as we continue to improve and expand our commercial sales team!

This is definitely a team you want to be a part of!

**Commercial Sales Representative**

- Achieve sales goals and executes sales plans to small to large businesses such as property managers, school systems, sports facilities, government facilities, restaurants, banks or any company in need of superior lawn care products/services
- Presenting proposals for lawn care services and programs along with obtaining long term contracts
- Generates new business to business (B2B) sales revenue by prospecting and adding new commercial customers
- Negotiating price and design by using our company iPad
- Generating leads through utilizing a CRM system to manage projects and opportunities, contact information, forecasting reports etc
- Project management duties of implementing the coordination of multiple service departments
Education and Experience Requirements:
- Prefer Bachelor's degree in Horticulture/Agriculture/Agronomy OR work experience
- Minimum three (1-3) years proven sales track record in commercial sales
- LANDSCAPING, LAWCARE, TREE AND SHRUB or PEST MANAGEMENT EXPERIENCE a PLUS

What we Offer:
- 401(k) with company matching
- iPad, Laptop, iPhone, the most advanced sales tools
- Fast Track Career Progression/Mentorships/LONG TERM JOB STABILITY
- Competitive salaries, commission, and year end SUPER BONUS
- Monthly vehicle allowance
- Medical, dental, vision and prescription benefits
- Company-paid life insurance, supplemental life insurance

An Equal Opportunity/Affirmative Action Employer – EOE of Minorities/Females/Vets/Disability

http://jobs.trugreen.com

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Thank you.