



Account Executive

Overview:

We are seeking a highly motivated Account Executive to join our Northbrook team. We believe in a culture of collaboration, high energy, open communication, being helpful, and having some fun while we do it. We are a growing company where you will be involved in many areas of our business and have a high impact on our success.

Company Description:

Founded in 1948, Moore Landscapes is a growing commercial landscape company providing high quality maintenance, enhancements, design, construction, interior, and snow management in Chicagoland.

Responsibilities include:

- The core of the job is understanding client priorities and communicating relentlessly about the condition, challenges, and opportunities within their landscapes.
 - Initiating and developing new client relationships that result in the acquisition of annual landscape maintenance contracts.
 - Identifying, estimating and proposing landscape improvements, including improving the aesthetics, usability, safety, and sustainability of client properties.
 - Managing, fostering, and building new client relationships.
 - Scheduling and executing site walk-throughs with client representatives.
 - Communicating to and coordinating with landscape crews and supervisors to ensure client priorities are understood and consistently executed upon by the entire team.
 - Representing the Moore team in meetings and sales presentations.
 - Ensuring profitable performance of our work and negotiating as appropriate contractual scope and price changes.
 - Contribute to an increase in sales and maintain our company-client relationships at a high standard.
 - Ensuring monthly budget goals are being met and participating in month end closes.
 - Assisting with Accounts Receivable collections

Qualifications:

- Exceptional, positive and collaborative attitude, desire to learn and work hard, and to advance
- Excellent communication skills
- A love of people, plants, and the landscape
- Strong time management, organizational, and self-management skills
- Experience in horticulture or related industry
- BOSS, Aspire or landscape management software is a huge plus!

Benefits:

- Competitive Salary
- Health, Dental, Vision, 401K, and Life Insurance (after 90 days)

To apply, please visit our website:

<https://www.moorelandscapes.com/landscape-employment.php>

Resumes may be sent to mbeltz@moorelandscapes.com