



## **Business Developer**

### **Overview:**

We are seeking a highly motivated Business Development 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 maintenance, enhancements, design, construction, interior, and snow management services. Moore was acquired by the private equity firm ClearLight Partners in 2017, with the goal of building a leading regional commercial landscape company with annual renewals over \$100M.

### **Position Overview:**

As Business Developer you are responsible for generating prospects and selling landscape maintenance (interior and exterior,) construction, design, enhancement, and snow removal services to commercial clients. The Business Developer consults with prospects to understand their needs, defines the scope and then presents the best possible solution from our service offering.

### **Responsibilities include:**

- Determine market strategies & goals for each product and service.
- Researching, developing and maintaining list of potential customers.
- Following up on sales leads and making cold calls to potential customers.
- Updating Aspire CRM and keeping reporting and activity current.
- Developing solutions with prospective clients based on their expressed needs.
- Building and maintaining trust-based professional relationships with key decision makers.
- Working with a sense of urgency in proposing solutions and problem solving.
- Attending and maintaining memberships in associated landscape and building management trade organizations.
- Working with the General Manager and Operations Team for clean client transitions.
- Achieving sales targets and established benchmarks.
- Effective and proactive communication with all stakeholders and decision makers.

### **Qualifications:**

- 3 years business to business sales experience at the mid to senior levels.
- Experience managing multiple projects and able to multi-task in a large territory with excellent follow up skills.
- Proficient with computer software programs including MS Office suite (Word, Excel, Outlook and PowerPoint). Landscape or construction software knowledge a plus.
- CRM Experience with a diligent hygiene to upkeep.
- Proven track record of sales goal attainment in a longer selling cycle environment.
- Highly positive and results driven salesperson.
- Excellent communicator with solid presentation skills.

- Work flexible hours with the ability to attend sales events beyond the normal business hours.
- Bachelor's Degree or equivalent work experience preferred.
- Local knowledge and contacts in one or more market segments preferred.
- Experience in the service industry with commercial contract sales desirable.

**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](mailto:mbeltz@moorelandscapes.com)