

Landscape Maintenance Account Executive



Opportunity:

We are seeking a highly motivated Account Executive to join our Downtown Commercial Maintenance team and manage some of downtown Chicago's most iconic and high-profile landscapes.

Founded in 1948, Moore Landscapes is an award-winning commercial landscape company providing maintenance, enhancements, design, construction, interior, and snow management services.

We believe in a respectful culture of collaboration, high energy, open communication, being helpful, and having fun while we do it. Moore Landscapes is a growing company where you will be involved in many areas of our business and have a high impact on your success and ours.

Office location: 2901 West 31st Street, Chicago, IL 60623

Account Executive Responsibilities:

The core of the job is understanding client priorities and communicating relentlessly about the condition, challenges, and opportunities within clients' landscapes. Additional responsibilities include:

- Cultivate, manage, and nurture long-term client relationships
- Identify, estimate, and propose landscape improvements, including improving the aesthetics, usability, safety, and sustainability of client properties
- Schedule and execute site walk-throughs with client representatives
- Communicate to and coordinate with landscape crews and supervisors to ensure client priorities are understood and consistently executed upon by the entire team
- Represent the Moore team in meetings and sales presentations
- Ensure profitable performance of our work and negotiate as appropriate contractual scope and price changes
- Contribute to an increase in sales and maintain our company-client relationships at a high standard
- Ensure monthly budget goals are being met and participate in month-end closes
- Assist with Accounts Receivable collections

Qualifications:

- Experience in horticulture or related industry
- Landscape degree preferred or general degree with coursework in the landscape/horticulture field
- A love of people, plants, and the landscape
- Strong interpersonal and relationship development skills highly desirable
- BOSS, Aspire, or landscape management software experience a huge plus

Reports to: Branch Manager

Benefits: Competitive salary and benefits package

Apply online at: <https://www.moorelandscapes.com/join-our-team.php>

All candidates will receive consideration for employment without regard to race, color, religion, gender, national origin, or other status protected by applicable law.