

Senior Account Executive – Landscape Maintenance



An opportunity to accelerate your career!

We are seeking a highly motivated, experienced Account Executive who is eager to accelerate their career and prepare for branch management opportunities.

This individual is responsible for managing, nurturing and retaining client relationships and has a role in new sales growth.

Office location: 1869 Techny Road, Northbrook IL 60062

This position is part of Moore's Northbrook Commercial Maintenance team that serves suburban Chicago.

About Moore Landscapes:

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

Account Executive Responsibilities:

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

Essential Account Executive 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 monthly budget goals are being met and participate in month-end closes
- Assist with Accounts Receivable collections

Additional expectations for Senior Account Executive:

- Training and development activities to prepare for advancement to branch management position
- Responsible for generating prospects and selling new landscape maintenance
- Contribute to an increase in sales and maintain our company-client relationships at a high standard
- Ensure profitable performance of our work and negotiate as appropriate contractual scope and price changes

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Qualifications and desired experience:

- Experience in horticulture or related industry
- Experience managing direct reports, production/field team, and talent development
- Knowledge of strategic planning, forecasting, and annual and monthly budgeting
- 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: Northbrook Branch Manager

Benefits: Competitive salary and benefits package

To apply:

- Submit your resume with cover letter to Barry Clements at bclements@moorelandscapes.com
- Or submit your application 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.