



Account Executive

Overview:

We are seeking a highly motivated Account Executive to join our Chicago and Northbrook teams. 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 services to the most discriminating private and public customers in Chicagoland.

Position Description:

The Account Executive is an exceptional way to gain experience in the growing commercial landscape maintenance market. If you care about creating and maintaining great outdoor environments that shape our city, if you love plants, and if you have a passion for people, this could be the role for you.

Responsibilities include:

- The core of the job is understanding client priorities and communicating relentlessly about the condition, challenges, and opportunities within their landscapes.
 - Initiate and develop 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.

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- 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
- Maintain CRM records
- Assist with Accounts Receivable collections
- Mentor Associate Account Executives

Qualifications:

- Exceptional, positive and collaborative attitude, desire to learn and work hard
- Excellent communication skills
- A love of people, plants, and the landscape
- Strong time management, organizational, and self-management skills
- Minimum 5 years of management, supervisory, or hands-on customer service experience in horticultural or related industry
- 2- or 4-year landscape degree or general degree with coursework in the landscape field

Benefits:

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