



Associate Account Executive

Overview:

We are seeking a highly motivated Associate 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 Associate 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:

- Assist Account Executive with servicing and growing their portfolio of business. Listening to understand client priorities and communicating relentlessly about the condition, challenges, and opportunities within their landscapes is the core of the job. You will also assist the account executive and develop proficiency with:
 - Identifying, estimating and proposing landscape improvements, including improving the aesthetics, usability, safety, and sustainability of client properties.
 - 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.
 - Initiating and developing new client relationships that result in the acquisition of annual landscape maintenance contracts
 - Managing, fostering, and building new client relationships.
 - Ensuring profitable performance of our work and negotiating as appropriate contractual scope and price changes.

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
- 2- or 4-year landscape degree or general degree with coursework in the landscape field, or demonstrated and sincere desire to build a career in the landscape industry

Benefits:

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