



Design • Build • Manage

64 Bella Rd, Sylva, NC 28779 / 68 N. Main Street, Canton, NC 28716
Phone (828)586-8303 / (828)492-0837

Position Available: Part-Time (flexible) Landscape Salesman

Department: Commercial Sales

ABOUT THE ROLE:

*As a B. H. Graning Landscapes Commercial Landscape Salesman, you will be responsible for selling landscaping services and products, building and maintaining client relationships, and contributing to the overall success of the landscaping business. This position reports directly to Director of Sales. The ideal candidate will have a comprehensive understanding of plant species, landscape design principles, irrigation systems, hardscape materials and landscape maintenance practices, as well as a passion for landscaping, excellent communication skills, and a strong ability to close sales. **Driver's license is required.***

KEY RESPONSIBILITIES & REQUIREMENTS:

- Identify and pursue new sales opportunities through networking, referrals, and marketing campaigns.
- Conduct in-person and virtual consultations with potential clients to understand their landscaping needs.
- Develop new vendor and General Contractor relationships.
- Provide detailed presentations and quotes for landscaping services and products including use of CRM software, design tools, and other relevant technology to manage sales activities.
- Track sales activity, maintain accurate CRM data, and provide regular reports on sales pipeline, lead generation, and closing rates to management.
- Build and maintain strong relationships with clients to ensure high levels of satisfaction and repeat business.
- Coordinate with operation and installation teams to ensure projects are started and completed to client specifications.
- Collaborate with marketing teams to develop strategies to promote services and attract new clients.
- Ensure all contracts, agreements, and project details are properly documented.

WHAT WE OFFER:

- Competitive base salary plus commissions, based on experience.
- Opportunity to work with an established company in the landscaping industry.
- A supportive and collaborative work environment
- Opportunities for growth and advancement within the company

If you're ready to take on this challenging and rewarding role, we would love to hear from you! Apply today and become a part of the B. H. Graning Landscapes, Inc. team.

To apply, please submit your resume and cover letter to info@bhglandscapes.com or visit our website at bhglandscapes.com/apply/

B. H. Graning Landscapes, Inc. is an equal opportunity employer committed to diversity and inclusion in the workplace.