



Design • Build • Manage

64 Bella Rd, Sylva / 68 N. Main Street, Canton / 395 US-64, Cashiers

Position Available: Landscape Designer & Sales Representative

ABOUT THE ROLE:

As a *Landscape Designer & Sales Representative* at B. H. Graning Landscapes, Inc., you will be responsible for creating functional, attractive landscape designs while identifying new sales opportunities, selling landscaping services and products, and building strong client relationships. Responsibilities include conducting client consultations, assessing project needs, preparing designs and proposals, and guiding clients through the sales process. You will collaborate with design and operations teams to ensure a smooth transition from sales to installation. This position reports to the Design Manager and Director of Sales. The ideal candidate will be creative, detail-oriented, sales-driven, and knowledgeable in landscape design, horticulture, hardscaping, and design software. A valid driver's license is required.

KEY RESPONSIBILITIES & REQUIREMENTS:

- Collaborate with clients, sales staff, and installation teams to develop landscape designs from concept to completion.
- Create detailed landscape design plans, construction drawings, and plant selection documents using design software.
- Conduct site analyses to assess soil conditions, drainage, and sun/shade patterns.
- Stay up to date on regional plant species, materials, and best practices for landscape design and construction.
- Present and revise landscape designs based on client feedback.
- Prepare cost estimates and materials lists for projects in coordination with the sales team.
- Ensure that designs meet applicable building codes, zoning regulations, and dark sky compliance standards.
- Visit project sites during installation to ensure design intent is followed.
- Maintain detailed project records, notes, and revisions.
- Strong organizational and communication skills with attention to detail.
- 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.

- Communications internally with the sales and design teams along with operations. Communications externally with clients in sales and design.
- Ensure all contracts, agreements, and project details are properly documented.

WHAT WE OFFER:

- Competitive salary based on experience. Combination of base salary and commissions earned for sales (Flat site visit rate (\$100) + Commissions) and design (\$30 Hour + Commissions) with company vehicle.
- Opportunities for continuing education and professional development
- Supportive team environment with room for creative expression
- Work with a reputable and growing company in the landscaping industry
- Access to advanced design software and technology

If you're passionate about landscape design and ready to bring creative ideas to life, we'd 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 <https://bhglandscapes.com/apply/>

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