

JAKE'S DESIGNS LANDSCAPING : DESIGN/INSTALL

This position requires a highly self motivated mindset oriented toward sales and results. You will have my support through this as well as the support of our existing designers on staff. You will be held to the highest standards in the industry and will need to be able to gain the trust and respect of our current and future clients through your communication and sales tactics.

Job Title:	Designer/Estimator
Position Goal:	To attain and sell 1 million in sales

RESPONSIBILITIES

Sales / Prequalification of clients

You are the first line for the revenue coming into this business. When fielding calls of prospective clients you will need to go through our prequalification process with them to see if we are going to be a good fit to work with one another.

Design/Proposals

You will need to have a degree in landscape design and be able to use your creativity to meet the goals and objectives of our clients in a creative way. You must be able to express your ideas on paper in the form of a scaled landscape plan and effectively convey your ideas to prospective clients. Our bidding system (LMN) is a web-based software in which we will train you to use effectively.

Operations

You will need to effectively communicate, through verbal and written instructions, to the project manager assigned to your projects of how your project is to be installed. You will have a pre-walkthrough meeting with the project manager and client to make sure everything is addressed and that the **transfer of trust** is a smooth transition.

Administrative

Leads and sales must be tracked and recorded through our LMN system, it is how we know where we are and where we are going in the company. You will also be required to update our pricing data bases within the LMN system. The financial success of our company depends on field production hours (of which you input during the bidding process), regular reviews of those hours will be required with collaboration of our construction manager. This will ensure that we keep "winning" on our projects.

The Experience

The thing that will separate us from other landscape companies is 'the experience' of our clients. There are two things that will define a "win" for our company.

-Is the client thrilled with the experience and product we delivered?

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-Was the job profitable for the company?

REQUIREMENTS

- Landscape design degree or 5 years industry experience
- Winners Mindset...Self driven individual that sees the big picture...Whatever it takes attitude
- Comfortable with technology
- Valid Driver's License
- Presentable appearance and communication skills with highly affluent people
- Ability to work in a team environment

HOW THIS POSITION CONTRIBUTES TO OUR SUCCESS

You are the front line to success at Jake's Designs, if we don't have satisfied clients, we have nothing. Your sales techniques, accurate bidding and creativity of your designs are what is going to set us apart from other landscape companies in the Colorado Springs area. You will be the first and the last person the client will interact with on our jobs. You need to be great!

PERFORMANCE WILL BE EVALUATED ON...

1. The client is thrilled with the final product & the overall experience.
2. The company finished on time & within budget per your proposal.
3. Your attitude towards continual improvement.
4. Our client's recommendations to others based on their experience.
5. Ratings & client reviews.
6. Profit goals are met & exceeded.

REVIEWED BY _____ Title

APPROVED BY _____ Title

DATE POSTED

DATE HIRED