

## **Landscape Design & Sales Project Manager**

### **POSITION DESCRIPTION**

Become an owner of the company! McKay Nursery is employee owned.

We currently have a full time Landscape Designer position available in our Retail Division. The position will work out of our Waterloo or Madison location. It includes health, dental and life insurance, paid time off, vision discounts, and an Employee Assistance Program. The position is eligible for our annual company-wide profit sharing bonus program and a fully company paid Employee Stock Ownership Plan (ESOP) retirement program for those that qualify.

This is a full time salaried position with an individual commission plan in addition to benefits described above.

### **Description**

We are growing again. At McKay Nursery Company our designers specialize in custom high-quality residential, commercial and maintenance projects. McKay has been creating inspiring sophisticated outdoor spaces for nearly 40 years throughout Wisconsin. Our designers help our customers to see value in everything they do, and involve their clients to be invested in their landscape project.

We are actively searching for a dynamic and driven talent; with a strong creative passion, balanced by a technical and practical sensibility to assist the design studio and aid with client sales. Teamwork and interpersonal skills are a must.

### **Responsibilities**

- Meet with clients at their properties and manage client accounts
- Work with a high sense of urgency
- Aggressively and consistently pursue new business leads
- Prepare proposals to target client needs
- Understand the benefit of developing and growing existing relationships
- Listen to prospective clients to understand their expectations and help provide solutions
- Build trust based relationships with potential clients
- Proactively communicate with prospective clients
- Upon closing a deal communicate with existing staff to allow the delivery of a superior level of service
- Work with installation crews to achieve total customer satisfaction
- Represent our company at events to increase business



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# MCKAY NURSERY COMPANY

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## Best qualified candidates will have

- Associate or Bachelor's degree in landscape design
- Knowledge of horticultural science and construction techniques
- Ability to design projects using CAD (computer-aided design) software - or draw them by hand
- Experience in landscape design and construction, plant identification, retaining walls, paver patios, and landscape materials.
- Proficient skills in Google SketchUp, AutoCAD, & Microsoft Office
- Ability to build and maintain relationships with clientele and co-workers
- Ability to effectively communicate ideas with professional graphics and verbal communication.
- Successful time management and organizational skills
- The ability to transfer the ideals of their clients into every design
- Minimum 1-3 years' experience

## CONTACT

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