

ARBORIST SALES REPRESENTATIVE

The Arborist Sales Rep is a challenging year-round position requiring knowledge and experience with tree care, tree evaluation, plant health care (PHC) and industry approved tree care practices as well as practical experience in estimating tree services. You must understand all of the logistics required to successfully deliver a crew, and you must be able to guarantee a quality work product along with an excellent client experience. A successful Arborist Sales Rep has a strong work ethic and is a self-starter who enjoys interacting with the public and our employees. Training is provided to familiarize with sales and operational procedures.

MAJOR OBJECTIVES:

The primary objective of the Arborist Sales Rep is to follow up on requests for service, generate sales opportunities, and meet sales goals while creating 100% positive customer interactions. Primary duties will include surveying residential and commercial properties, handling client proposal requests, and performing site inspections to identify and determine necessary arboricultural recommendations.

ESSENTIAL FUNCTIONS:

- Must be able to accurately estimate time and cost for crews to carry out pruning, removal, cabling, or any other proposed tree care needs
- Perform site inspections for proposal preparation
- Develop and maintain long-term relationships with clients
- Maintain neat, clean, and professional appearance and image while on customers' sites

RESPONSIBILITIES:

- Sales prospecting using consultative sales techniques to build long standing business relationships
- Estimating job costs and providing estimates to prospects and clients
- Following up on estimates
- Negotiating contracts and working with office staff to schedule work
- Drafting work orders and instructing crews on key elements of job scope/requirements to ensure that executed work meets client expectations
- Set up crews, supervise work being performed, and complete jobs to clients' satisfaction
- Following up with customers immediately after a job has been completed to ensure work performed met expectations and resolving issues as needed
- Invoice customer immediately after job is completed to customer's satisfaction
- Following up with customers on past due invoices

- Obtain referrals from clients, network, and develop new business
- Continually prospects for new business
- Assisting with crew training on proper tree care techniques and reviewing crew work for safety, quality and efficiency
- Demonstrating role model behaviors on ethics and integrity as well as positively promoting the Company culture
- Other duties as assigned

REQUISITE KNOWLEDGE, SKILLS, & ABILITIES:

- A minimum of 2 - 3 years of hands-on tree service experience, including knowledge of trees and plant health care is required
- ISA Certified Arborist certification required
- Ability to effectively price tree care recommendations and other services offered
- Proven sales track record and ability to attain required sales goals
- Excellent customer service skills and telephone etiquette
- Excellent organizational skills – ability to multi-task and prioritize
- Ability to identify problems and work in conjunction with others to implement effective solutions
- Attentive to details, analytical skills, and basic computer and math skills
- Great listening skills and excellent verbal and written communication skills
- Must be a reliable individual, self-motivated with a can-do, positive, and upbeat attitude
- Valid Driver's License with clear driving record
- Ability to pass pre-employment drug and background check
- CDL & the ability to speak both English and Spanish fluently are a plus

COMPENSATION:

Compensation based on qualifications and experience and is commission based.