

Landscape Concepts Management, Inc.

Account Manager

Chicago, Grayslake, Aurora, Southeast Wisconsin

LCM has earned a reputation as the Midwest's premier landscape contractor. We have the LCM advantage; we are your single source for all landscaping needs. Our dedicated staff of certified experts ensures a proactive, responsive approach to servicing your needs and a strong commitment to quality. Our firm does more than maintain landscapes, we embrace the vision of our clients and exceed their expectations, providing long-term solutions that "create landscapes for life".

PRIMARY PURPOSE OF JOB: Manage client relationships and sales

RESPONSIBILITIES will include but are not limited to;

- Retain accounts through the development of strong relationships with key decision makers and users within an organization.
- Proactively conduct strategic account reviews with all assigned customers on a regular basis to review service needs and usage trends.
- Proactively identify Accounts whose revenue may be shrinking so as to address any 'at risk' customers and reach out to these accounts to ensure they are retained as customers.
- Prepare estimates, proposals and sales contracts.
- Manage account services through quality checks and other follow-up.
- Coordinate company personnel to accomplish the work required to close sales.
- Other duties as assigned.

REQUIREMENTS:

- Experience working with municipal, real estate and commercial clientele mandatory
- 3-5 years of sales experience in a service industry.
- Practical understanding of Seasonal Color (Flowers) essential
- Solid grasp of Landscaping Services (Maintenance, Installations, Irrigation, Pruning, Seasonal Flowers) or similar industry (i.e. Construction) highly desirable
- Familiarity of snow removal business a plus
- Experience developing estimates from Requests for Proposals/Bidding Process
- High School Diploma required, bachelor's degree preferred.
- Computer proficiency in programs such as Excel and Word.
- Possession of a valid driver's license.
- Bilingual a plus but not required.

WORKING CONDITIONS

Mobile Driving to Client sites and offices

Work requires significant local travel also requires willingness to work a flexible schedule.

This job description does not list all the duties of the position.

Equal Opportunity Employer
Please send your resume and / or letter of interest to:
work@landscapeconcepts.com