

Sales Executive—Business Development

Position Overview: This is a full-time position with a salary + commission pay structure along with a comprehensive benefit package.

Join West Michigan's largest landscape management company as a new sales developer! In this front-line role, you will control your own earnings and growth potential in a professional business environment. DJ's will provide support to you through a base salary, professional sales training, assorted selling tools and materials, administrative staff, and horticultural experts. Our highly motivated and energetic team has produced consistent, positive company growth over the last decade which allows for internal promotions and creates new opportunities on a regular basis. DJ's commitment to excellence is visible through our professional team, equipment, facilities, and partnerships with the leading companies in the area!

You can build your future right here! DJ's has boasted healthy company growth for more than a decade. This has led to excellent opportunities for motivated team members to grow their careers and improve their quality of life. DJ's seeks individuals with a professional demeanor who will strive to be a leader in our industry, and who are ready to grow their careers among other professionals in a dynamic company. Apply today for a chance to become a part of this growing and motivated team.

Responsibilities include:

- ◆ Prospecting for new clients through networking opportunities and cold calls
- ◆ Forming relationships in the community and marketplace
- ◆ Interviewing prospective new clients to determine how our solutions can be of value for them
- ◆ Presenting a solution and reaching an agreement
- ◆ Introducing and preparing an Account Manager to assume the day-to-day client care responsibilities

The following skills/qualifications will serve you well in this position:

- ◆ A Bachelor's Degree
- ◆ Experience selling Landscape Management related services, or at minimum, selling in a service industry
- ◆ Computer proficiency (MS Office, CRM's)
- ◆ An outgoing, positive, and magnetic personality

