

Title: Landscape Sales & Customer Support Representative (Full-Time, Year-Round)

Location: Bridgeport, Connecticut

Company Overview:

Darien Lawn & Tree Care, Inc. (DLTC) transforms outdoor spaces into stunning havens of beauty, sustainability, and community. For over four decades, we've provided exceptional landscape construction and maintenance services to commercial enterprises, homeowners, and government properties throughout Connecticut. As we embark on an exciting new era of growth, we're seeking an ambitious self-starter to grow with us and shape the future of our company. Join us as we continue to cultivate green spaces that inspire and endure.

Job Description:

As the Sales & Customer Support Representative, you'll play a pivotal role in our mission to elevate outdoor spaces and foster meaningful client connections. You'll gain cross-training in various aspects of the business to understand how things are done here and contribute to shaping how we operate in the future.

Key responsibilities include:

A) Sales and Relationship Building:

- Engage with potential clients, sharing our mission and values
- Build authentic relationships through networking, referrals, and community outreach
- Collaborate with clients to understand their vision and tailor solutions that exceed expectations
- Nurture existing client relationships, offering innovative ways to enhance their outdoor experience

B) Customer Service and Office Duties:

- Manage client interactions using our CRM system, ensuring no detail is overlooked
- Be the frontline ambassador, providing prompt, courteous assistance to all inquiries
- Draft proposals and quotes that represent our commitment to professionalism, quality and competitiveness
- Coordinate administrative tasks with team members for seamless project management

C) Field Work and Crew Management:

- Recognize and understand the scope of projects, familiarize yourself with existing client base, listen to client's needs and requests
- Work with the Operations Manager to ensure crews uphold quality standards, meet deadlines, and exceed specifications

- Document projects with care, capturing the essence of our work for future inspiration

Required Skills and Qualifications:

- Passion for transforming outdoor spaces and enriching lives through landscaping
- Exceptional communication skills, with the ability to connect and inspire others
- Strong organizational abilities, allowing you to manage multiple tasks and priorities
- Knowledge of landscaping practices and willingness to build on your skill set
- Proficiency in CRM software and Microsoft Office, leveraging technology for greater impact
- Valid driver's license and reliable transportation

Benefits:

- Competitive salary reflective of your experience and commitment to our mission
- Comprehensive health insurance coverage
- Paid time off
- Professional development and advancement opportunities
- Commission Pay

Joining our team as the Sales & Customer Support Representative means cross-training in a variety of areas to understand how things work now while also influencing our future direction.

If you're ready to embark on this journey, apply today!

How to Apply:

Click <https://bit.ly/joindltc> to apply

We're excited to welcome you to the DLTC family, where every project is an opportunity to make a difference.