Title: Environmental and Landscape Sales

Reports To: Sales Manager

Job Summary: Environmental Landscape Sales and Estimating

Unity's Environmental and Landscape Sales position is an excellent opportunity for a professional who wants to join a growing and professional company pioneering environmental design and restoration. We are seeking a motivated professional to join our team.

Unity Landscape Design Build (ULDB) is a full-service landscape design and construction company located outside of Chestertown on the Eastern Shore of Maryland. For over 25 years, we have been a name synonymous with high quality environmental landscape design and craftsmanship. Our mission is the design and construction of ecologically sensitive and functional outdoor living spaces.

Core Responsibilities

- Work directly with environmental organizations, municipalities, contractors, engineers, architects, and landscape architects to build long term relationships.
- Develop and manage estimates in QuickBooks software .
- Develop vendor relationships, accounts and materials sources to expand and maximize efficiencies in materials acquisition process.
- Assist or complete permitting applications for projects requiring permits.
- Attend related networking events to further develop relationships with current and future clients.

Unity Landscape Design/Build | 3621 Church Hill Road, Church Hill, MD 21623 | 410 556 6010

Preferred Qualifications and Competencies

- 10+ years sales and estimating experience.
- Strong background in wetland restoration, stormwater management design and ecological restoration techniques.
- Exceptional verbal and written communication and interpersonal skills.
- High attention to detail and strong ability to multi-task.
- Ability to work independently and as a member of a team.
- Effective time management skills.
- Ability to maintain professional decorum and confidentiality.

Education

- Bachelor's degree in related field.

Compensation and Benefits

- Salary $50,000 base with commissions resulting in $80,000.00 +
- Competitive benefits include vacation, health insurance, and IRA retirement plan.