

BLUE SPARROW

— LAWN & LANDSCAPE —

Account Manager

Submit Resume To: Jesse@BlueSparrowLandscape.com

Or Call Our Office: 816-848-5044

Full Job Description

Blue Sparrow Lawn & Landscape is recognized as a residential landscape design/build company as well as a top tier commercial grounds maintenance and snow removal company for businesses of all shapes and sizes in the Kansas City Metro area. We are committed to the professional development of our team members, and pride ourselves in employing the best people in the industry. Join our team of professionals that are known for exceptional design and outstanding craftsmanship.

JOB SUMMARY: As an Account Manager, you'll collaborate with our high-energy, sales incentive driven team to build a repeat client base within our commercial property department. Account Managers are true leaders and manage multiply teams of field crews to achieve weekly services. Attention to detail and organization skills are a must as the Account Manager (AM) schedules all services and enhancements for an entire portfolio of commercial properties. Managing employee performance, schedules and safety requirements are just a few of the tasks this skilled leadership position requires. You'll be on the fast track to furthering your career as an Account Manager with a great base salary but also hefty sales bonus incentive opportunities. If you are up for the challenge, we are ready to invest in you!

ESSENTIAL DUTIES AND RESPONSIBILITIES include the following, but are not limited to the following as other duties and responsibilities may be assigned:

- Manage service portfolio of commercial properties up to 1 million gross revenue.
- Communicate and work with our sales team to organize and implement each property's needs while regularly communicating those needs with the field staff, client and sales team.
- Manage maintenance and enhancement field staff.
- Manage, organize and schedule equipment needed for services scheduled.
- Meet sales incentives for enhancements each quarter.
- Meet account additions for each year.
- Speak with prospective clients directly about products and services that best fit their property needs and ensure high levels of customer satisfaction.
- Acquire and input client information into company database.
- Track service enrollment and sales goals and relay productivity to team and management.
- Engage with clients in a professional and empathetic demeanor to build comfort and trust.
- Develop and nurture client relationships in your territory.
- Work directly with the Sales Director and Owner with both enhancement and maintenance sales.
- Help the office manager with miscellaneous tasks around the office.
- Conform with and abide by all company regulations, policies, work procedures, instructions, and safety rules.

QUALIFICATIONS: To perform this position successfully, an individual must be able to perform each essential duty satisfactorily and reach company goals to fulfill all job-related responsibilities. Also, the requirements listed below are representative of the knowledge, skill and/or ability required to qualify for this position.

- Demonstrate leadership at all times
- Highly proficient in organization skills
- Computer and spreadsheet knowledge
- Interpersonal skills
- Decisiveness
- Problem-solving skills
- Time management skills

Job Type: Full-time

Wage: \$18-\$22 Depending on Experience as well as Bonuses + Hourly + Overtime.

Required experience:

- High School Diploma, GED and some college or equivalent experience.
- 2-3 years' experience in a customer-facing role, account management, sales account management is highly preferred.
- 1-3 years' experience managing a team of more than two employees.
- Ability to effectively communicate with employees and customers.
- Superior critical thinking, problem-solving, and analytical skills.
- High energy, self-motivated, self-directed person who can focus on multiple projects and activities simultaneously.
- Ability to work proficiently independently as well as in a team environment.

Equal Opportunity Employer: Blue Sparrow Lawn & Landscape, LLC does not discriminate based on race, color, religion, sex, national origin, age, disability, pregnancy status, sexual orientation, gender identity, veteran status, genetic information, citizenship status, or other status protected by law.

DISCLAIMER: The information contained in this job description is not intended to be an all-inclusive list of the duties and responsibilities of the job, nor are they intended to be an all-inclusive list of the skills and abilities required to do the job.

Benefits:

- Matching IRA
- Supplemental Insurance
- Paid Time Off
- Professional development assistance and training