



Account Manager – Job Description

About BWS Landscaping

BWS Landscaping is a Richmond, Virginia based company in the business of building and maintaining superior outdoor spaces, including hardscapes and landscapes in the residential and commercial markets. BWS Landscaping is expecting and planning for aggressive growth and is looking for ambitious, high-caliber professionals to grow with our company. We are currently looking to hire an account manager to assist our growing landscape maintenance division.

Job Summary

We are seeking an experienced, highly motivated, and goal-oriented landscape professional. The ideal candidate has a solid background in landscape maintenance coupled with an outgoing and value-oriented approach to building and maintaining relationships. The account manager will work primarily to manage our growing commercial and residential landscape maintenance business. The candidate must have excellent communication skills, customer service focused, and highly skilled in horticulture practices. The position will be a full time salary position.

Core Responsibilities

- Perform all phases of the sales process, including lead generation, client/prospect meetings, cost estimates, proposals and presentations
- Identify opportunities to propose enhancement work to existing customers
- Generate referrals from existing client base
- Analyze and close renewals
- Maintain existing relationships in the commercial and residential markets that lead to contract renewals, superior client ratings, and profitable relationships
- Organization of project materials and site details
- Communicate effectively to production team
- Ensure accurate field verifications, measurements and analysis
- Appreciate and understand the importance of superior client service
- Ensure financial goals are met by maintaining acceptable gross margins
- Uphold the values of BWS Landscaping



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BWS Landscaping Mission, Vision, and Core Values

Mission: To impact and improve the lives of our team members, clients, and community while enhancing landscapes.

Vision: To be recognized by our clients, vendors, and peers as the most respected landscaping company in the Richmond market.

Core Values

Communication

- Do what you say your going to do
- Provide thorough, timely, and effective communication
- Exemplify honesty with everyone we encounter

Professionalism

- Act professional, look professional, be professional
- Be punctual, be organized, show that you're dedicated to your job
- Adhere to the highest standards of safety

Relationships

- Maintain a healthy work/life balance – Family First
- Treat each other fairly, with dignity and respect
- Build productive, long-term relationships

Efficiency

- Plan your work, work your plan
- Avoid wasted time and effort
- Constantly strive for improvement

Quality

- Do things right every day to provide valuable solutions for our customers
- Treat clients environments as if it were our own
- Select the best team members to be part of our team



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Education and Experience

- Bachelor's degree is preferred
- 3+ years of successful related horticulture experience
- Candidate must have a valid drivers license
- Ability to work with computers and software systems

Perks:

- Competitive Salary
- Paid Time Off
- Company Vehicle
- Company Phone
- Retirement Savings
- Health and Life Insurance
- Education Opportunities
- Multiple informal company gatherings
- Being part of a great company culture