



Landscape Designer & Install / Hardscape Salesmen

Summary: Design and sales of hardscaping, landscaping, and lighting project. Work directly with the foreman of the crews to ensure all projects are installed as designed and as discussed with customer.

Job Duties:

- Taking appointments for landscape, hardscape and lighting projects
- Selling landscape designs to customers when necessary for the project or when requested by customer
- Designing projects taking a heavy account into what the customer has requested while trying to maintain a realistic project that is within each individual customers budget
- Creation and presentation 2D and 3D drawings to be presented to customers
- Full estimating of all projects with final approval from lead designer/salesmen
- Work directly with sub-contractors to get estimates and have work completed for FLI by providing accurate designs and details and making sure all digs called in a timely manner so that the utilities have been located prior to work being started.
- Ensure high customer satisfaction rates and solicit customer feed back
- Attend company manager meetings and report on upcoming events
- Participate in seminars and conferences
- Designing and installing of the Home Show and Flower and Patio Show
- In charge of ordering/receiving all plant material for the install division
- Ensure all work orders and project plans are to foreman 1 week before job starts for proper material ordering
- Promote the companies mission statement and values on a daily basis