



Better Plants. Better Advice. Better Results.

Residential Landscape Salesperson/Project Manager

Are you ready for more than just designing, sales or production? Do you want to be responsible and accountable for your creativity, relationships and projects from start to finish? Does the following sound like you?

- Personal Integrity - Intellectual Honesty - Personal Accountability
- Active Listener
- Sales Skills - People Skills - Relationship Manager
- High Achiever with Proven Successes
- Self-Disciplined with a Sense of Urgency
- Organized - Proactive
- Goal Oriented - Hungry for Success
- Can Be Independent or a Team Player yet Always Supportive of Others
- Positive Outlook & Attitude
- High Self-Esteem
- Assertive Social Style - Vigorous Follow Through
- Generous with Thank You(s)
- Continuous Desire To Learn More and Do Better
- Knowledge of the Landscape Construction Industry
- Strong Writing & Math Skills
- Public Speaking Ability - Comfortable Communicator
- Computer Literate
- Learns & Adapts From Failures
- Understand Self-Responsibility & Accountability

If this fits your profile - this position may be just what you have been looking for.

Due to the unique nature of residential landscaping this job covers a broad range of responsibilities including; design, estimating, sales, customer service, installation and quality oversight, subcontractor liaison & management, team leader, trainer and project evaluator. Being successful in this position requires excellent communication and customer service skills, a strong desire to learn and try new things, proactive planning, attention to detail and the ability to handle failures and/or overcome mistakes. Our Project Managers are responsible for the operating and financial performance of residential landscape construction work with an expected annual revenue of \$750,000.

A successful Project Manager at Moana Nursery focuses on understanding and serving the customer (not necessarily selling). He or she diligently ensures that cost estimates developed for projects are accurate and that the associated proposals/presentations are clearly defined with both what will and what won't be completed in the scope of work. He or she leads two (2) construction teams consisting of approximately 8 to 12 teammates and takes responsibility for their productivity, efficiency, and quality while keeping them fully employed (year round). A successful project manager ensures that all projects

Moana Lane Garden Center & Corporate Office
1100 W. Moana Lane
Reno, NV 89509
(775) 825-0600
(775) 825-0602 - Corporate Office

South Virginia St. Garden Center
11301 S. Virginia Street
Reno, NV 89511
(775) 853-1319

Pyramid Way Garden Center
3397 Pyramid Way
Sparks, NV 89431
(775) 425-4300

Landscape Services & Design Center
1190 W. Moana Lane
Reno, NV 89509
(775) 825-0602 ext. 134
NV Lic. #3379A, D & CA Lic. #317448

www.moananursery.com



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are conducted safely, efficiently and profitably with a level of quality and service they would expect if they were the customer. He or she reviews the performance of every job with the team; always comparing the results to the estimate, evaluating our performance and looking for areas to improve upon.

This position is responsible for all activities and results related to a customer's project. Our customers choose us because of reputation and the quality of our teammates. Serving the customer and our teams takes time and resources to be done properly. Moana Nursery actively qualifies clients, limits the number of sales calls, and ensures you have the time and resources necessary to succeed with this kind of detail and engagement. We don't count hours but we do measure success.

If you are interested in applying please submit your resume with a cover letter of why you think you will succeed in this type of a position.

Highly competitive salaried position + job based performance incentive (paid monthly)

Opportunities for professional growth and continued career progression

Comprehensive health insurance plus dental & vision option

Generous 401K

Vehicle

Vacation

More

Resumes & Cover Letters can be mailed to:

Moana Nursery

Attn: Landscape Services

1100 W. Moana Lane

Reno, NV 89509

Or emailed to to the associated link.

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