

## Sales Position

SGK Landscapes, Inc.  
1406 Fire Station Road  
Starkville, MS 39759



SGK Landscapes, Inc. ([www.sgklandscapes.com](http://www.sgklandscapes.com)), a leading landscape services company located in Starkville, MS, is actively searching for an outside sales professional who has a proven track record of sales success in developing new business from cold calls and referrals to closing the deal. This territory covers Tupelo, Starkville, & the remaining Golden Triangle area.

This position will focus on proactively establishing contacts and selling the value of our landscape management services and service agreements. Additionally, selling installation of landscapes, hardscapes, and irrigation systems is a possibility as your knowledge of the green industry is acquired through on the job experience and training. Our customers include both commercial and residential property owners and managers. We are looking for an individual that enjoys sitting at a board room table as well as sitting at a kitchen table to sell our value. This candidate will be adept at qualifying sales leads, making effective sales presentations and managing customer relationships throughout a proven sales process.

Having experience selling maintenance contracts, service agreements, or any other intangible services in commercial and residential environments is a plus. Landscapes industry experience is NOT a requirement but the desire and aptitude to gain an understanding of this dynamic industry IS a requirement. Candidates should be comfortable using Microsoft Office and customer relationship management (CRM) applications. They must be able to work independently, communicate our services effectively, and adequately answer customer questions and concerns to overcome their objections. It is critical that this individual be energetic, motivated, and maintains the drive necessary to develop business in this growing industry. A associate's degree or equivalent is desired.

### **This career opportunity offers:**

- Competitive base salary
- Incentive based commission where “the sky is the limit” on earning potential
- Yearly Pay Increase
- Health Insurance
- Retirement Plan
- Paid Vacation
- Company Vehicle
- Reimbursement for business expenses and sponsored programs

Job Type: Full-time, Commission