

Job Description: Client/Sales Lead - Terren Landscapes

Updated 08/05/25

About Terren Landscapes:

Terren Landscapes is a premier provider of landscape design, installation, and maintenance services in the Main Line suburbs. Known for our commitment to excellence, creativity, and sustainability, we pride ourselves on creating and maintaining beautiful, functional outdoor spaces that exceed our clients' expectations. Join our team and be part of transforming visions into verdant realities.

Position Overview:

We're seeking a Client/Sales Lead to grow our business through maintenance services as well as other landscape enhancement services like gardens and plantings to beautify homes and delight our clients that further builds our business and reputation as the luxury landscape provider on the Main Line. This role will require significant experience in Landscaping and Client Service/Sales skills to not only land new clients but maintaining our standard of excellence, ensuring regular property monitoring, and fostering strong relationships with our longstanding clients.

Key Responsibilities:

SALES:

- Establish and manage a pipeline of leads from identification through conversion into contracted services with an annual growth goal of 20% per year.
- Work with Marketing and Sales to drive interest, consideration and conversion into quality customers.
- Develop proposals for both new clients and additional services for existing clients based on property assessment.
- Ensure pricing and scope of services are within business targets and goals for growth.

CLIENT SERVICE:

- Serve as the primary point of contact for an assigned portfolio of landscape maintenance accounts.
- Conduct regular site visits to assess landscape health, identify needs, and ensure service quality.
- Develop and maintain strong relationships with clients, understanding their needs and ensuring their satisfaction with our services.
- Achieve client satisfaction scores, reviews and referrals that support and promote our company.

PROJECT/OPERATIONAL MANAGEMENT:

- Work across the company to address any issues, and ensure timely and efficient completion of work.
- Provide expert advice and recommendations to clients on landscape care and enhancements.
- Monitor client feedback and work closely with the maintenance teams to implement improvements or adjustments as needed.
- Participate in team meetings, providing updates on account status and opportunities for growth.

QUALIFICATIONS:

- Proven knowledge and experience (over 5 years) in landscape maintenance and horticulture.
- Track record of growth: building client relationships and converting prospects into clients.
- Strong client service orientation and experience managing multiple client accounts.
- Excellent communication and interpersonal skills, with the ability to build and maintain positive relationships with clients and team members.
- Knowledge of plant care, landscape maintenance practices, and seasonal landscape needs.
- Ability to work independently, prioritize tasks, and manage time effectively.
- Driver's license and reliable transportation for site visits.
- A passion for landscaping and a commitment to sustainability and eco-friendly practices.

We Offer:

- Competitive salary and performance based compensation, health insurance and benefits.
- Company provided phone, technology, and workwear.
- A supportive, team-oriented work environment.

How to Apply: Please send your resume to hello@terrenlandscapes.com. Include "Client/Sales Lead" in the subject line.