

Job Description: Landscape Enhancements Lead

Location: Conshohocken PA | **Reports to:** Head of Design & Branding
4/20/26



About Terren Landscapes:

We are an industry leading residential landscape company with both a design & build team and a full-service maintenance division dedicated to creating and maintaining beautiful outdoor spaces. With a passion for high-end design, lasting craftsmanship, and customer satisfaction, we take pride in delivering exceptional landscape solutions. As we continue to grow and expand our operations, we are currently seeking a talented and experienced **Landscape Enhancements Lead** to join our team.

Position Overview:

This is a unique opportunity to build a new offering within an established luxury landscape company. We are seeking a high-performing, client-focused professional to grow our Enhancements offering—focused on smaller-scale landscape improvements (typically under \$50,000). This role is responsible for driving revenue, designing solutions, and managing the execution of enhancement projects across both existing clients and new prospects. The ideal candidate is equally comfortable walking a property with a client, designing and presenting ideas, closing work, and coordinating internal teams to deliver exceptional results.

Key Responsibilities:

Revenue Generation & Client Development

- Qualify leads & develop opportunities with new prospect and existing clients for Enhancements
- Conduct on-site consultations and present design ideas and solutions
- Prepare and present proposals, pricing, and scopes of work

Design & Solution Development

- Develop creative, high-quality landscape designs that align with (high-end Main Line client aesthetic)
- Translate client needs into thoughtful, buildable landscape solutions (scaled drawings & proposals)
- Select materials, plantings, and features appropriate to project goals and budgets
- Secure & manage any partners or 3rd party vendors that are part of the Enhancement proposal

Project Coordination & Execution

- Serve as the primary point of contact from sale through completion
- Coordinate with design studio, build teams and field crews to define, estimate & schedule work
- Conduct site visits to ensure quality and client satisfaction
- Manage change orders and project adjustments, Track job costs, and profitability

Division Building & Process Development

- Help define pricing models, sales process, and workflows for enhancements
- Act as the bridge between: "Maintenance to Enhancements" and "Enhancements to Design/Build"
- Identify opportunities to upsell larger Design/Build projects and Full-Service Maintenance Contracts

Requirements:

- 3–7+ years in landscape design, residential design-build or related field
- Prior experience on high end residential properties or estates
- Proven sales ability (consultative, not transactional)
- Strong design sensibility (especially for high-end residential properties)
- Proficiency in a design software (e.g. AutoCAD, Sketchup, Morpholio Trace, ProCreate)
- Strong understanding of: Plantings, Hardscaping, Outdoor living elements (lighting, patios, drainage, etc.)
- Solid project management instincts and the ability to balance multiple projects simultaneously
- Ability to use onsite tools (e.g. CompanyCam, laser level, read surveys, etc.) is a plus
- Experience with Google Apps Suite and/or Microsoft Office (e.g. Excel, Powerpoint) also a plus.
- Experience with estimating, proposals, and job costing (LMN or Aspire software experience is a plus)
- Being a bilingual (English/Spanish) speaker is a plus

We Offer:

- Competitive salary with performance-based compensation. Health insurance, paid time off and benefits.
- A supportive, team-oriented work environment

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