



Position: Custom Landscape Designer & Sales Person

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**Employer:** ALL-N-1-Landscape

**Company Profile:**

ALL-N-1-Landscape strives to deliver Earth Conscious landscaping and irrigation solutions to residential homeowners and smaller commercial clients so they can enjoy the improved value, appearance, and functionality of their NEW property once we are finished. We aim to transform typical landscapes into spectacular and expressive works of art, while considering the environmental impact and the client's budget, from the start.

ALL-N-1 offers design, installation, and the maintenance of all Landscapes and Irrigation Systems. We also offer the specialty installations of softscapes (trees, shrubs, perennials, annuals, bulbs, ground covers, mulch & deco rock), landscape lighting, water features, hardscapes (patios, walkways, retaining walls, outdoor fireplaces/firepits, outdoor spaces and kitchens, fences, decks, pergolas), organic gardens, holiday décor, and drainage solutions.

ALL-N-1 plans to continue expanding its list of environmentally friendly services such as the design and installation of: rain gardens, Water efficient Sprinkler Systems (some may even use water collected from the roof and pumped from ponds to water the landscape and gardens), Xeriscaping/Low maintenance Landscapes (using more native plants & materials), vegetable gardens (using organic biodynamic/biointensive principles), Retaining Walls (to minimize soil erosion and conserve soil), LED Holiday Lighting Displays, and also managing ice and snow with Earth friendly products. We also plan to install a Biodiesel distillery early this Spring so we can run all of our diesel engines on biodiesel fuel (made from recycled veggie oil) that honors Mother Earth and minimizes pollution to us all.

**Job Description:**

Create & sell unique (and earth conscious) landscape designs to custom homeowners and companies in the Lawrence/Kansas City area. Your designs should be unique and stand out among the competition. Work with the clientele and ALL-N-1 staff to develop a concept that suits the

customer's needs and reflects the vision of ALL-N-1. Utilize high quality and environmentally responsible materials. Measuring of the property, project coordination, and project management are required elements as well as project/customer follow up. Proper estimating, job-costing, and scheduling are essential responsibilities as well. Some pre-qualified cold calls within ALL-N-1's determined client market is also carried out as necessary. Working with new leads and repeat customers to develop ideas and concepts is also fundamental to this position. Must be willing/able to conform styles to the vision of ALL-N-1 and also work with customers on overall property management.

**Requirements:**

ALL-N-1 requires for this position a motivated individual with at least a 2-year Associate Degree (pertaining to the industry) or 1 Year of Landscape Design experience. Must be developing a portfolio adaptable to ALL-N-1. A valid KS driver's license and excellent driving record to operate company vehicles. Must have basic computer knowledge, a very strong knowledge of plant materials, good communication skills, conscious personality, proven organizational skills, and willing to work in a TEAM environment. Must be able to complete tasks expressed in the job description and be willing to participate in other activities as deemed necessary by ALL-N-1. This position also requires properly invoicing clients upon project completion and appropriate follow-up through collection.

**Other:**

Average 45+ hours/week. Typically from 7:30 AM till 5:00 PM, Monday through Friday. Some Saturdays, Sundays, and evenings may be required to accommodate clients' needs and sales possibilities.

**Requirements for hire:**

Education &/or Degrees:

- 2-year Associate Degree (pertaining to the industry) or at least 1 year of Landscape Design experience.

Drivers License:

- Class D License – *Regular (Auto, Light Truck, Moped)*

Experience & Qualifications:

- Should have a Personal Portfolio together for interview
- Must be able to read – understand – write English
- Must be highly organized and capable of multi-tasking
- Must proficiently communicate with clients and team members' your thoughts & ideas
- Have good attendance record and be on time for work and appointments

- Logical and technical reasoning skills
- Dedication to team objectives
- Subject to pre-placement drug testing and medical examination

**Compensation Range:**

Based on experience & offerings

**Benefits Included:**

- Paid Holidays (after 6 weeks)
  - Memorial Day
  - 4 of July
  - Labor Day
  - Thanksgiving
- Health Insurance (after 90 days of employment)
- Paid Time Off (vacation, sick-leave, personal time, flexible scheduling)
- 30% Team Member Purchasing Discount
- Company Issued Cellular Phone
- Paid Clothing/Uniforms
- \$50.00 work boot credit
- Incentives Programs
- Progressively Ramped Sales Commission

**Other Benefits:**

- Work Outdoors
- Friendly Team Atmosphere
- Close Relationship with Clients
- Variety of Work Locations
- Realization of Accomplishments
- Fun Environment
- Diversity of Work Experiences
- Rewards for Accomplishments & Innovations
- Advancement Opportunities