



Landscape Business Development Manager

The Role – Business Development Manager

Reports to – Area Manager or Area Sales Manager

PURPOSE:

We are seeking a Business Development Manager to prospect new accounts and expand margin dollars in under-penetrated accounts.

OUR VALUES:

- Talent Focused: We recruit, develop, mentor and retain the best
- Customer Obsessed: We are relentless in making our customers successful
- Fast Moving: We hustle and make it happen...safely
- Team Players: We respect and support each other and put team first
- Solution Oriented: We get the facts and solve problems; find win-wins
- Agents Of Change: We are always looking for the better way
- Professional: We do everything with quality and integrity
- Competitive: We have fun... serving our customers and winning!

IN THIS ROLE YOU WILL:

- Demonstrate great prospecting skills to identify new accounts and key decision makers
- Leverage all SiteOne resources and solution selling to expand margin dollars in under-penetrated accounts
- Manage a book of business consisting of accounts currently doing little or no business with SiteOne. This book of business will typically range from 10 – 20 accounts (\$1.25 million)
- Grow minimum of \$100k GM\$ growth year over year
- Ensure that customers are aware of and fully utilizing all of SiteOne's capabilities including SiteOne University, vendor support, and Partner's Program
- Uses SiteOne Territory Alignment tools to prioritize and target focus accounts

- Work and communicate effectively with all relevant SiteOne resources including Sales Support Representatives, Line of Business Specialists, and store associates
- Report progress against opportunities to share verifiable outcomes
- Facilitate the placement of customer orders and monitors fulfillment process
- Maintain appropriate professional and technical knowledge
- Resolve customer complaints by investigating problems and developing solutions
- Facilitate effective hand-off of customers to store personnel or Key Account Manager

SKILLS AND KNOWLEDGE:

- Prospecting techniques to create interest in new buyers
- Presentation and communication skills
- Negotiation, conflict resolution and customer service skills
- Proven approach to access decision makers at client organizations
- Knowledge of sales cycle and solution selling techniques
- Ability to communicate value proposition and differentiate SiteOne's products and services
- Ability to think quickly and make decision

EDUCATION AND EXPERIENCE:

- High school, secondary diploma or equivalent required
- College degree preferred
- 3 - 5 years min. new customer sales experience - required
- 1 – 3 years Green industry experience – preferred

BENEFITS:

- RRSP with company match
- Medical, Dental, and Vision plans
- Company-paid Life Insurance
- Optional Life Insurance

- Company-paid Short Term Disability Insurance
- Company-paid Long Term Disability Insurance
- Flexible Spending Accounts
- Paid Time Off
- Tuition Reimbursement
- Paid Holidays
- Product Discounts
- Competitive Compensation
- Opportunities for advancement

*THE INFORMATION CONTAINED HEREIN IS NOT INTENDED TO BE AN EXHAUSTIVE LIST OF ALL RESPONSIBILITIES, DUTIES AND QUALIFICATIONS REQUIRED OF INDIVIDUALS PERFORMING THE JOB. THE QUALIFICATIONS DETAILED IN THIS JOB DESCRIPTION ARE NOT CONSIDERED THE MINIMUM REQUIREMENTS NECESSARY TO PERFORM THE JOB, BUT RATHER AS GUIDELINES. THEY MAY VARY FROM POSITION TO POSITION.

APPLY HERE!

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