MAINTENANCE MANAGER
Location: Herndon, VA

Job Description:

Develop and maintain long term trusting relationships with outstanding high-end residential clients. Our clients expect superb customer service and outstanding horticultural practices. Manage existing portfolio of maintenance contracts, sell new contracts, and continue to develop our current program. You will be the main point of contact for our clients; preparing annual maintenance proposals, pricing for small enhancements, seasonal color, etc. This is an outstanding opportunity for an *experienced* professional with an entrepreneurial spirit who can take ownership of a complete division.

Job Duties:
- Prepare, sell, and manage annual maintenance contracts
- Maintain an open line of communication with clients and ensure customer expectations are being met or exceeded
- Accurately estimate maintenance and enhancement contracts and monitor job profitability
- Manage 1-3 maintenance crews including scheduling of workload
- Apply pesticides and fertilizers as necessary while managing the IPM and weed control programs
- Maintain positive client/designer relations

Job Requirements:
- Degree in Horticulture, Landscape Contracting, Landscape Management, Landscape Architecture or related majors.
- 3-5 years of field experience in the landscape industry with progressive responsibility
- Sales & account management experience
- Virginia Commercial Pesticide Applicator License (3A & 7D) or the ability to obtain within 3 months of employment
- Strong horticultural knowledge
- Excellent leadership, problem solving & organizational skills, and a no excuses mentality
- Effective written and oral communication skills
- QuickBooks and Microsoft experience a plus
- Valid Driver's License

Compensation:
This is a full-time management salaried position with commission. Benefits include health, vision, vacation, and Simple IRA.

Visit us at www.hiddenlane.com

Application:
Email resume, cover letter, and application (download from our website) to hmenjivar@hiddenlane.com