



## New Business Development/Sales Associate

### **Position Description:**

Villani Landshapers is committed to our mission of passionately teaching our team to serve our clients and community. The pursuit of that mission and continued new growth has created an excellent opportunity for a self-starting, motivated New Business Development/Sales Associate with strong prospecting skills. If you are goal-driven, love to close sales, and have a Passion for Detail, apply online at [villani-landshapers.com](http://villani-landshapers.com), [click here to email your resume](#), or call our office at (262) 252-4541.

The Business Development and Sales Associate is responsible for identifying ideal prospects, developing a strong understanding of prospect needs, and closing on new business opportunities. The position involves team selling with company subject matter experts as appropriate, as well as establishing and growing a network of strategic relationships to actively acquire new clients and enhance the client experience.

The ideal candidate will develop and implement strategic sales and personal marketing plans to penetrate and grow specific target prospects. This is a “Hunter” sales position, meaning candidates must be able to demonstrate their ability to aggressively and independently prospect and attract new customers.

### **Essential Duties & Responsibilities:**

- Establish key customer relationships through prospecting and cold calling.
- Develop and maintain contact with identified target prospects, including, but not limited to: building owners, property managers, facility managers, contractors, and new home builders.
- Explore, evaluate, and recommend new business opportunities.
- Set appointments with prospects and as appropriate, team sell Villani Landshapers services with subject matter experts.
- Seamlessly transition new clients from closed sales to an appropriate account service teammate to manage the ongoing client relationship.
- Communicate and work cooperatively with Villani Landshapers estimators, sales, operations and administrative staff to achieve successful sales results.
- Document daily activity, and manage and perform to agreed-upon sales goals and objectives.
- Increase Villani Landshapers industry visibility, relationships, and image through personal engagement and industry events (lunches, trade shows, events).

### **Desired Qualifications:**

- Minimum 5 years of experience in business development and lead generation.
- Hunter mentality: self-motivated and goal-driven.
- Ability to work independently to consistently provide timely and detailed follow up to prospects.

- Advanced interpersonal presentation, organization, and negotiation skills.
- Ability to work independently and proactively prioritize and manage multiple projects simultaneously within deadline.
- Confident and professional phone, e-mail, and in-person prospecting skills.
- Excellent written and verbal communication skills, sales and customer service skills.
- Highly self-directed, with the ability to also work effectively with fellow team members.
- Strong critical thinking skills and sound judgement.
- Knowledgeable in Microsoft Office applications, with ability to quickly pick up on industry-specific software.
- Valid Wisconsin driver's license.

**Villani Landshapers Core Values:**

- Honesty, integrity, fairness, and respect
- Always do what is right for the customer
- Communication
- Teamwork, gratitude, appreciation, and fun
- Attitude of achievement, purpose, and initiative

**Compensation & Benefits:**

- Base salary (depending on experience) plus commission based on percentage of sales
- Health, dental, disability & life insurance available
- Vacation
- Car allowance