

# Business Development Executive

**FLSA Status:** Full-Time Exempt  
**Company:** Jay-Crew Landscape, Inc.  
**Reports To:** President



## **COMPANY OVERVIEW**

Founded in 1996 and with offices in Indianapolis and Muncie, Jay-Crew provides full-service maintenance including Mowing, Landscape Maintenance, Landscape Enhancements, Lawn Care, Irrigation, and Snow Removal for commercial clients. Jay-Crew serves entities such as Industrial Properties, Office Complexes, Homeowner Associations, Retail Locations, Apartment Complexes, and Health Care Facilities. Our mission is to build lasting impressions through remarkable service on every project with a vision of being the most trusted landscape company by the clients we serve. Each decision we make is shaped by our values of Honesty, Pride, and Professionalism.

## **POSITION SUMMARY**

Jay-Crew Landscape is seeking a highly motivated and driven individual with a track record of documented sales success to join our team. The main responsibility of this position would be to seek out new business opportunities by contacting and developing relationships with facility and commercial property managers and property owners in the greater Indianapolis and Muncie areas.

## **WHAT WE OFFER**

- Base salary + generous commission structure
- Company Vehicle
- Full Benefits including Medical, Dental and Vision plans
- Paid Time Off
- Retirement Program with 3% company match

## **WHAT WE'RE LOOKING FOR**

- 5+ Years of business to business sales experience in construction, property management, or commercial landscape (other types of sales experience will be considered on a case by case basis)
- Bachelor's Degree or equivalent sales experience
- Proven track record of meeting or exceeding sales goals
- Outgoing personality with outstanding communication skills with a love for networking
- Must be capable of creative problem solving and analytical thinking

## **WHAT YOU CAN EXPECT**

- Work in a positive team centered environment with a supportive leadership group
- Freedom to manage your desk like your own business
- Continuous learning opportunities and industry training
- Advancement and growth opportunities
- Work with individuals that embody our values: Honesty, Pride, Professionalism, and Safety

## **SUPERVISORY RESPONSIBILITIES**

None

## **PHYSICAL REQUIREMENT OF THE POSITION**

The key physical requirements of this position includes the ability to travel regularly by vehicle, lift up to 20 pounds, use of standard office equipment including computers, and movement within a standard office, sometimes with stairs.

**MENTAL REQUIREMENTS OF THE POSITION**

Must understand vague and implicit instructions and react favorably in all work situations; must be mentally adaptable and flexible in dealing with a variety of people. Employee must be knowledgeable in office procedures and customer service and be able to answer questions in a professional and friendly manner.

**WORKING CONDITIONS**

Typical work week requires 40-50 hours. Position requires additional hours when necessary to complete special projects or to respond to client requests. This role includes traveling within a prescribed market area and includes work outside.

**COMPENSATION**

This position is full-time, and compensation includes a competitive salary and benefits plan.

The specific statements shown in each section of this description are not intended to be all-inclusive; they represent typical elements and criteria necessary to perform the duties of the job successfully. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, or national origin. We are also an equal opportunity employer of individuals with disabilities and protected veterans.

**THIS JOB DESCRIPTION DOES NOT CONSTITUTE A CONTRACT FOR EMPLOYMENT**