



## JOB POSTING

**Position: Landscape Architect/Designer Salesperson (Design/Build)**

### **Job Summary:**

The purpose of this position is to successfully fulfill our company mission in the specific role of producing exceptional landscape designs and profitable sales. Full time preferred – part time would be considered.

### **Responsibilities:**

Within the parameters of our principles and values to:

- 1) Cultivate relationships with new and existing Clients, which result in profitable sales.
- 2) Produce exceptional designs and solutions to Client problems.

### **Key Accountabilities:**

This position requires wise and thoughtful decisions to be made on behalf of and in the best interest of the shareholders of the Company. At this time, this position reports directly to the Company President.

*Specific accountabilities include:*

- 1) fulfill the company mission through our principles and values
- 2) meet or exceed sales and profitability goals
- 3) safe and effective professional design solutions
- 4) accurate designing, estimating and writing contracts for profitability and contract fulfillment
- 5) interdepartmental communication to confirm accurate contract fulfillment and Client satisfaction

### **Educational and Experience Requirements:**

Minimum 3 years proven and successful sales experience required. Bachelor of Landscape Architecture preferred, however any four-year degree from an accredited university program with an emphasis in landscape design will be considered. Applicants with less college experience may apply, if they possess strong sales and exceptional natural design abilities.

### **Compensation:**

Commission based on sales. Salary base is available if added administrative (overhead) responsibilities are taken on. Other compensation methods are negotiable. Benefits available and will be outlined during interview process.

**Apply by:** email resume to [jobs@cornerstone-landscape.com](mailto:jobs@cornerstone-landscape.com)  
(please do not send portfolio until requested)

cultivating relationships through landscapes<sup>®</sup>

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620 HAYDEN STREET • FORT WAYNE, INDIANA • 46802  
PHONE: 260-425-9933 • FAX: 260-425-9922

[WWW.CORNERSTONE-LANDSCAPE.COM](http://WWW.CORNERSTONE-LANDSCAPE.COM)