



Business Development Representative (Sales) – Landscaping Company

Turner Design Group | Howell, MI

Job Type

Full-time

Pay

\$40,000 – \$47,000 base salary + commission
On-Target Earnings: \$55,000 – \$65,000

Commission is calculated as a percentage of gross profit on closed projects.

About Us

Turner Design Group is a growing landscape design, build, and maintenance company serving Livingston County and surrounding areas. Our mission is to enhance the lives of our clients, our team, and our community through high-quality outdoor spaces and exceptional service.

We are a **relationship-driven, referral-based company**, and we're looking for someone who thrives on building trust and connecting with people. We are a woman owned and Michigan State University Alumna owned business

Position Overview

We are hiring a **Business Development Representative (Sales)** to drive new client growth and strengthen relationships with existing clients.

This role is ideal for someone who enjoys **sales, customer relationships, and being active in the local community**. You will manage the full sales cycle—from initial inquiry to signed contract—while helping grow our presence in the area.

Responsibilities

Sales & Lead Conversion

- Generate leads
- Respond to inbound leads (website, Google Ads, social media, referrals)
- Follow up quickly and consistently with all prospects
- Qualify leads and guide clients through service options
- Close new landscape, maintenance, and seasonal service contracts

Client Relationship Management

- Maintain strong relationships with existing clients
- Identify upsell opportunities (enhancements, maintenance, seasonal services)
- Support service renewals and long-term client retention

Networking & Community Involvement

- Attend local networking events and community functions
- Build referral relationships with homeowners, HOAs, and local partners
- Represent Turner Design Group professionally in the community

Pipeline & Follow-Up

- Track all leads and opportunities
- Maintain organized pipeline and next steps for each client
- Provide updates on sales activity and performance

What Success Looks Like

First 60 Days

- Learn services, pricing, and sales process
- Begin managing and following up on leads
- Generate leads
- Build relationships with team and clients

3-5 Months

- Run client conversations confidently
- Begin closing smaller jobs and maintenance agreements
- Start building referral relationships

5-12 Months

- Consistently close new work
- Generate leads through networking and relationships
- Identify and close upsell opportunities

Qualifications

Required

- Strong communication and people skills
- Organized and reliable with follow-through
- Self-motivated and comfortable working independently
- Valid driver's license and reliable transportation
- Knowledge in horticulture, landscape architecture, landscape design or similar field.

Preferred

- Sales, customer service, or account management experience
- Familiarity with CRM systems (LMN or similar)

Compensation Details

- Base salary: \$40,000 - \$47,000
- Commission on new sales and upsells
- Optional recoverable draw available during first 90 days to support ramp-up period
- Growth opportunity within the company

Why Join Us

- Growing, locally respected company
- Strong referral-based business (warm leads)
- Opportunity to build relationships—not just make sales
- Clear path for growth and advancement

Apply Today

If you enjoy working with people, building relationships, and being part of a growing local business, we'd love to hear from you. Apply online at <https://turnerdesignmi.com/careers/> or email your resume to sales@turnerdesignmi.com.