



Landscape Sales Associate– 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.

Landscape or horticulture experience strongly preferred.

Ideal for someone with experience in landscaping, horticulture, irrigation, landscape maintenance, landscape design, nursery sales, or related green industry fields.

Position Overview

We are hiring a Landscape Sales Associate to drive new client growth and strengthen relationships with existing clients. This role is ideal for someone who enjoys sales, customer relationships, landscaping, and being active in the local community. You will manage the full sales cycle—from initial inquiry to signed contract—while helping homeowners improve and enhance their outdoor spaces.

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

- Meet with homeowners to discuss landscaping, planting, drainage, and outdoor improvement projects
- 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, nurseries, 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, plant material, 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, landscaping, irrigation, landscape architecture, landscape design, or similar field

Preferred

- Sales, customer service, account management, or landscaping 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 with warm leads
- Opportunity to build relationships—not just make sales
- Work with homeowners to improve and enhance outdoor spaces
- Clear path for growth and advancement

Apply Today

If you enjoy working with people, landscaping, 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.