



## Join Bertog Landscape Co. ACCOUNT ADVISOR



Tracy Bertog founded Bertog in 1974, while he was attending Glenbrook South High School. The company has grown from a young man with a dream into an award-winning landscape design, construction, and maintenance firm.

Bertog Landscape Co. (Wheeling) is seeking an individual for an account advisor position to focus on our residential and select commercial clients for landscape maintenance services. In addition, the individual will have responsibilities as an account advisor during the snow season. The ideal candidate has a strong work ethic, the ability to follow through, has a passion for landscape and enjoys being a landscape adviser. Excellent horticultural practices and quality above the industry standard makes it easy to take pride in our work.

With a competitive salary, an attractive performance incentive, and benefits, we are looking for a person who has 2-3 years of landscape experience and/or a landscape-related degree, as well as a positive reputation in the industry. This opportunity will be given to someone who wants to grow as a

professional while helping grow the company through client retention, enhancement/design sales, and new business development.

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**Responsibilities include:**

- Maintain a bridge of communication between the maintenance operations and the client.
- Develop a trusting relationship that results in the retention of the client on a long-term basis and referrals of prospective clients.
- Schedule and execute site walk-throughs with clients to keep them informed of their property.
- Discuss budget to best serve the client for seasonal enhancements and other necessary improvements to the property.
- Communicate and coordinate with landscape maintenance supervisor and crews to ensure client's priorities are understood and consistently executed upon by the entire team.
- Manage the client's property to maintain the property at an excellence expected by Bertog Landscape.
- Proactively assist to resolve issues with client when needed.
- Educate clients about Bertog Landscape Co., and company's capabilities to provide landscape design and construction for landscape restoration or new single-family home landscape construction.
- Ensure monthly budget enhancement goals are being achieved.
- Assist with Accounts Receivable and collections.
- Monitor the hours used vs budgeted hours for your client's property and maintain conversation about hours with the maintenance supervisor.
- Renew client contracts on an annual basis (as needed), negotiating the necessary contracts that are not performing to profitability standards.
- Monitor job profitability by customer and site.
- Assist and actively participate in the development of new business for landscape maintenance and snow removal.
- Snow responsibilities include account management/supervision of plowing operations at various accounts throughout the area.

Job Type: Full-time

Schedule:

- Monday to Friday
- Weekend availability

Supplemental pay types:

- Bonus pay
- Snow compensation during events occurring outside normal business hours