



Consulting Sales Arborist (\$85,000-\$150,000)

The Job: The Pro Tree team is extremely excited to announce that it's time to expand!. We are seeking a highly motivated and experienced Sales Arborist to join our team. As a Sales Arborist, you will play a pivotal role in expanding our client base and promoting our tree care services. You will be responsible for cultivating relationships with potential clients, assessing their tree care needs, and providing expert recommendations.

In this role, you will be responsible for meeting with customers to discuss and understand the care and maintenance of their trees, and provide practical solutions to solve their problems.

If you enjoy collaborating with a team, working with customers, and coming up with creative solutions to help people solve problems, then let's talk!

To give you a sense of the territory demographics:

Median household income: \$191,279

Median home value: \$707,000

Bottom line: this is a premium market, and it can be extremely lucrative for the right person who knows how to build trust, sell professional recommendations, and follow through. This is a unique opportunity to step into a territory where homeowners value quality, professionalism, and long-term relationships.

Responsibilities:

Consulting appointments: Meet with customers to understand their needs, provide expert advice and solutions to solve their problems.

Estimating: Preparing accurate cost estimates based off companies pricing menu, presenting proposals, and closing customers on proposed work.

Networking: Actively network within the community to generate leads and promote our services through various channels.

Relationship Building: Cultivate strong relationships with clients, landscape contractors, property managers, and other industry professionals to generate referrals and expand our client base.

Project Management: Coordinate with internal teams oversee the execution of tree care projects, ensuring adherence to quality standards, safety protocols, and project timelines.

Customer Service: Provide exceptional customer service throughout the sales process, addressing client inquiries, resolving issues, and maintaining open lines of communication to ensure client satisfaction.

Continuous Learning: Stay updated on industry trends, best practices, and new technologies related to arboriculture and tree care.

Required Qualifications:

- ISA Certified Arborist or ability to obtain within 6 months of employment.
- Strong knowledge of tree care practices, including pruning techniques, tree identification, technical removals, tree health assessment, and pest management.
- Excellent communication and interpersonal skills, with the ability to effectively engage and build rapport with clients and colleagues.
- Detail-oriented with the ability to accurately assess project requirements and prepare comprehensive proposals.
- Valid driver's license and clean driving record required.

Preferred Qualifications:

- Bachelor's or Master's degree in Arboriculture, Forestry, Horticulture, or related field preferred.
- Proven track record of success in sales, preferably within the arboriculture or landscaping industry.
- Proficiency in excel, Google Workspace, and CRM software preferred.
- 3-5 years of experience performing general tree care pruning and removal work or plant health care.

Benefits:

- Competitive salary and commission structure, \$85,000-\$150,000 per year
- 401(k) matching, health insurance, paid time off, holiday pay, and a flexible schedule
- Life Insurance, Long Term Disability, Kavira Primary Care, Vision and Dental
- Sales training through a professional sales training program.
- Ongoing training and professional development opportunities.
- Company vehicle provided for business use.

- Opportunities for career advancement and growth within the organization.

Why Join Our Team: Become part of a company dedicated to excellence in tree care and customer service. Our commitment revolves around providing safe, efficient, and professional tree care solutions. Our services encompass pruning, tree removal, precise insect/disease diagnostics and treatment, holiday decorating, as well as crane-assisted tree removals – and yes, we happen to own our own crane! If you are passionate about arboriculture and possess the drive to succeed in a sales-oriented role, we invite you to apply for the position of Consulting Sales Arborist at Pro Tree. Connect with us on Facebook and Instagram at @Protreetreeoutdoor to learn more about our team and values. Join us in promoting the health, safety and beauty of trees in our community.

Apply at: <https://pro-tree.com/arborist-jobs-in-minnesota/>