

ST. CROIX TREE SERVICE INC.

"Satisfaction that Grows"

St. Croix Tree Service has been a leader in providing top quality, knowledgeable tree care services for over 39 years in Minnesota and Wisconsin. Our highly trained and experienced team provides the highest level of tree care services for residential and commercial customers. We maintain affiliations with national and state tree organization and dedicate ourselves to ongoing employee education and development. Due to our continued growth we are expanding our Minnesota office and hiring a Branch Sales Manager.

Position Summary

As the Branch Sales Manager you will be responsible for the overall sales and production management of the Tree Care Division for Minneapolis, West Metro division Minnesota. This position requires candidates to be flexible and adaptable in dealing with clients, production crews and weather variables. Sales territory includes our West Metro, Minnesota clients with a focus on residential accounts. This position requires industry knowledge, attention to detail, adaptability, self motivation, and organizational aptitude.

Position Objectives

- Sell residential and commercial service to Minneapolis West Metro MN clients including general tree care
- Manage existing tree care client relationships.
- Meet production scheduling objectives.
- Meet production quota objectives.
- Offer additional services to customers when appropriate.
- Provide quick responsive attention to initial inquiries.
- Provide on site assessment of projects and estimate costs.

Management Responsibilities

- Schedule crews to complete work in an efficient manner
- Provide accurate and timely billing information to office staff
- Resolve customer concerns
- Communicate effectively with corporate office
- Complete and submit crew production reports weekly
- Time card reporting to corporate office
- Oversee and supervise safety training
- Coordinate facility and equipment care and maintenance
- Direct supervision of sales staff and crew leaders
- Assist Human Resources department on all hiring, performance evaluations and other employee related issues

Qualifications:

- Proven track record of tree care sales and client volume growth
- Experience with proposal writing, and goal tracking mechanisms
- Crew Leadership and supervisory experience
- Field knowledge of plant health care diagnostics and application protocols.
- Tree and Shrub identification proficiency
- Insect and Disease identification proficiency
- B.S. or AS degree in Urban Forestry, related field
- Familiar with the operation of PHC programs.
- Strong communicator with solid conflict resolution skills

- ISA Certified Arborist or in process of obtaining a plus
- Valid driver's license with acceptable driving record

A successful Branch Sales Manager will be motivated, organized and have a strong desire to grow professionally. We value our employees and the contributions they make every day to our overall success. This commitment to our team shows in our use of high quality equipment, ongoing training and education and industry certifications. We also provide a generous compensation package with a platform for success, medical and dental benefits and a company match 401K plan.

If you are ready to join a growing, stable team that values your contributions, contact us today:
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stcroixtreeservice.com