



Account Manager

Looking for an innovative, growth driven mindset, and positive work/life balance atmosphere? You have found your new home! We're looking for an Account Manager to join our team.

Overview:

You would be the integral and key component to client relationship and the long term success for Bay Country. You'd also support the Branch and Production Manager by selling enhancements, client specific reporting , and employee engagement as needed, helping ensure profitability and exceptional outcomes for every account.

Responsibilities:

- Performance & Quality:
 - Coordinating materials, people, equipment and subcontractors to ensure job site quality meets Bay Country standards
 - Inspecting properties prior to scheduled service to develop an appropriate action plan, and performing hands-on work as needed
 - Addressing issues before they arise by proactively monitoring crews, clients properties and other areas with the potential for adverse effects on the properties
- Operations:
 - Ensuring the proper maintenance, storage, and use of branch equipment
 - Coordinating with the Branch Manager to ensure maintenance of equipment, vehicles and handheld tools is coordinated between the Service team and the production team
 - Ordering materials as needed, monitoring costs
- Personnel:
 - Working with the Production Manager to identify upcoming projects, project timelines, perform hiring duties, and prepare daily crew schedules
 - Developing and reviewing growth plans for employees, and providing counsel and discipline

- Providing crew member training, including proper equipment operation, landscape maintenance techniques, safety and quality standards
- Safety:
 - Implement safety best practices and monitor on-site activities

You might be a good fit if you have:

- A minimum of 2 years of experience in the landscaping industry or local community
- A minimum of 2 years of prior experience in a supervisory role
- A 4 year degree or more in a landscape, hospitality, construction, or business-related field, or 5+ years of experience in these industries
- A certification by a landscape association

You would be a great fit if you have:

- The ability to coach and develop teams
- Have a competitive spirit
- A positive, get it done type of attitude
- Adhere to our 4 Core Values: Honesty, Integrity, Quality and Performance

Why Bay Country?

At Bay Country, we're a tight-knit group of diverse individuals who are passionate about caring for our clients and each other. Currently we are growing and increasing our footprint within regional markets, however, we still maintain a small company feel and supportive environment that makes our team members feel like a family.

You have found your match if you would like to join our crew of talented, enthusiastic, and fun team members who embody our 4 Core Values: Honesty, Integrity, Quality and Performance. With our range of services, including landscape maintenance, landscape construction, design, enhancements, and so much more, there's no limit to what we can do, together!

In addition to industry-leading development opportunities, you'll also have benefits and perks like:

- Competitive salary
- Paid time off
- Medical insurance