



Great Scapes by ESI, Inc.  
102 East Bay Front Road  
Deale, Maryland 20751

## Commercial Landscape Sales Person

Since 1987, Great Scapes by ESI has transformed residential and commercial landscapes from the ordinary into the extraordinary by using interlocking pavers, natural stone, and clay brick, along with outdoor kitchens, water features, fire pits, fireplaces and plants. The foundation of Great Scapes began as a small landscape company under the name of Earth Scapes Inc.

In 2006 Earth Scapes Inc. leveraged its growth, success, reputation and relationship based recognition into Great Scapes by ESI, Inc.

Now, through this transformation in 2006, Great Scapes became a leading hardscape and landscape design/build company. We pride ourselves on:

- Quality construction and installation
- Performance and timeliness
- Superior personal Integrity
- Aggressive pricing due to our direct manufacturer relationship
- Customer service

Great Scapes by ESI is a high-energy company with support-based residential and commercial divisions. Our concept is driven by aggressive pricing, highest quality and superior personal integrity. Our prices reflect our "direct from a great manufacturer" relationship and supporting our customer's budget needs.

Our staff has the knowledge and experience to address all of the challenges unique to landscape design and construction relating to new construction, renovation, custom work with ponds, waterfalls, patios, horticulture, and more.

The following are responsibilities required of salespeople contracted by Great Scapes by ESI, Inc.:

- Experienced salesperson with a high closure rate
- Experienced commercial bidding - ie, state, government level, and private industry from pre-bid consult, ability to complete a commercial bid package, including sketch & estimate
- Possess excellent client listening skills
- Work with production and project supervisors prior to and during project construction, with site visits to make sure the progression of the project is within the scope of the proposed design
- Finalize projects with clients at the end of each job

#### Salesperson Commission Compensation

- Commissions will be based on experience and value of accepted bid, and paid with 48 hours of any commission based monies collected

#### Training

- Training will cover estimating, scheduling and production, and will be detailed and continuing

Resumes can be submitted in Microsoft Word or PDF formats.

Great Scapes by ESI contact information:

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