



## Price Landscaping Services

### Landscape Construction Estimator & Employee Success Manager

Moncton, New Brunswick

Price Landscaping is searching for a **Estimator/Manager** to join their award-winning team of professionals, playing a key role in supporting the company's success and continued growth as an industry leader.

Price Landscaping provides services in design, maintenance, construction, and plant health to both commercial and residential customers throughout southeastern New Brunswick and have received many industry awards and accolades including multiple Chamber of Commerce and other community awards. Price Landscaping, with 55 years of experience in the profession, was the first landscaping company in Atlantic Canada to have become a "*Landscape Industry Accredited Company*".

Price Landscaping, at its core, believes in being great corporate citizens. They regularly participate in benevolent community or industry initiatives with the goal of positively making a difference to the local community and their employees. Quality service will always be a foundation in everything they do and that starts with the investment in their employees as demonstrated by the commitment to provide professional development and training opportunities within a team-oriented type of culture.

In this new role, the Estimator/Manager will be instrumental in the growth and development of Price Landscaping Services. Innovation and a driving passion to lead the team which is extremely focused on a high touch customer service and an employee supportive culture.

### Responsibilities

Reporting to the President and Owner, the Estimator/Manager will be responsible for actively leading and facilitating the entire employee recruitment and retention process. This person must be able to show leadership but also work as part of the Team by sharing their knowledge and technical expertise. This position should be able to motivate and educate their colleagues. This person will also be responsible for client relations of estimating and sales of landscape construction projects.

Responsibilities include, but are not limited to:

- Provide staffing oversight including identifying any resource requirements, managing, and updating job descriptions, creating job postings, interviewing, hiring, and training.
- Ensure a positive employee engagement that will foster a low turnover rate and a well-rounded company culture.
- Participate in management meetings.
- Work collaboratively with the production (operations) manager to resolve any identified staffing issues.
- Contribute to the development and execution of business planning and corporate strategy in conjunction with the leadership team.
- Support all aspects of the sales cycle, from relationship management, to lead generation, project estimating, contract negotiation to project close.
- Any additional responsibilities, as requested by ownership.



### Skills and requirements

- Diploma in business, construction management, or related field of study
- 5 plus years of Landscape Management experience (or closely Trade related field)
- Demonstrated people management and leadership skills that can foster growth, increase effectiveness, and improve productivity and profitability.
- Demonstrated understanding of landscape construction principles.
- Demonstrated understanding of regulatory standards in the construction industry.
- Demonstrated understanding of estimating and sales.
- Excellent verbal, analytical and written communication skills
- Class 5 Driver's License, and willingness to travel within the province.
- Proficiency in using Microsoft Office Suite, especially Word, Excel, and Outlook
- Experience using CRM and estimating software.

This role requires a hands-on leader that will liaise between the owner, employees, and clients while working alongside other managers, to help guide the organization toward exceptional service and continued strategic growth. The successful candidate will take a proactive approach to managing both employee and client relations.

Qualified applicants are asked to submit their resume along with a covering letter to Price Landscaping via [kevin@pricelandscaping.ca](mailto:kevin@pricelandscaping.ca) citing "Landscape Estimator/Manager" in the subject line, no later than March 28, 2024.

We appreciate all expressed interest in this position; however, only the candidates selected for interview will be contacted. No phone calls please.

We encourage and consider applications from all qualified individuals regardless of race, religion, color, gender identity or expression, sexual orientation, national origin, disability, age or those of other minority groups. Members of designated groups are encouraged to self-identify. All qualified candidates are encouraged to apply; however, Canadian Citizens and Permanent Residents will be given priority.

Compensation will be commensurate with the skills and experience of the successful candidate; however, we anticipate this to be within a range of \$50,000 - \$60,000. Additionally, Price Landscaping offers a comprehensive benefits package, including (but not limited to) medical, dental, life/LTD, and RRSP/TFSA contribution matching.