



## **JOB POSTING: Sales Manager**

### **About AMS**

AMS Grounds is an outdoor services company based in Ypsilanti, MI that specializes in three divisions: commercial snow management, pneumatic blower truck applications, and local haul trucking. With nearly 20 years of experience, we pride ourselves in having a reputation for delivering exceptional quality services and professionalism. As we continue to grow and expand our operations, we are looking for high-energy, motivated, and hardworking individuals to join our team.

### **Job Description**

We're looking for a Sales Manager to join our team and help us accelerate our current growth. Our clients include commercial property managers in retail, healthcare, education, and government sectors. Primary services include snow management, mulch and soil installation by blower truck, and local haul trucking. Client relationships and meeting the individual needs of every client have always been our highest priority, and we're looking for the right person to continue and support this effort

If you bring the skills and energy, we will provide the tools you need to succeed including a sales budget, administrative support, professional development opportunities, and the flexibility to accommodate other requests.

### **Essential Job Duties and Responsibilities:**

- Maintaining relationships with current clients
- Provide stellar customer service and effectively resolve any client concerns
- Identify prospective new clients and build new relationships
- Oversee marketing efforts including production of printed and digital promotional materials
- Work closely with the CEO and COO on setting and exceeding sales goals
- Work with the Operations Manager to ensure that the highest quality of service is being delivered while maintaining profitability.

### **Qualifications**

- 3-5+ years of successful sales experience (B2B service sales preferred)
- 5+ years of experience in snow management, landscaping, or related industry
- Thorough knowledge of quoting and bidding processes
- Outstanding verbal, written, and interpersonal communication skills
- Strong organizational and time management skills
- Ability to manage many shifting priorities
- Strong conflict resolution and critical-thinking skills
- Bilingual in English and Spanish is a plus

### **Compensation**

Base Salary + Commission  
(base salary commensurate with experience)