

# Lead People. Serve Clients. Build Something Better.



## Account Manager – Commercial Landscape Maintenance

Bay Area | Hablamos Español

The best landscape leaders do more than keep jobs moving. They build strong teams, earn client trust, solve problems early, and take pride in doing things the right way. If that sounds like you, Terra Landscape is looking for an Account Manager to help lead and grow a portfolio of commercial landscape maintenance accounts across the Bay Area.

### About Terra

Terra Landscape is an award-winning, full-service landscape management company proudly serving the Bay Area for over 50 years. We partner with HOA, commercial, and municipal clients who value quality, responsiveness, and professionalism. We are known for our high standards, strong team culture, and commitment to employee development.

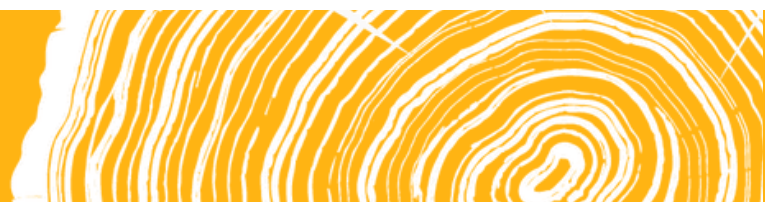
### Who thrives here

This role is ideal for someone who:

- Has experience managing commercial landscape maintenance accounts
- Is passionate about client service and follow-through
- Plans ahead and solves problems before they grow
- Enjoys coaching supervisors and developing team members
- Brings strong horticultural knowledge and understands irrigation and water management
- Can balance quality, efficiency, accountability, and margin
- Communicates well in English and Spanish

### What you'll do

- Lead multiple landscape maintenance accounts and field teams
- Build strong client relationships through communication, site walks, and responsiveness
- Plan and schedule work proactively
- Support and coach supervisors and crew members
- Identify enhancement opportunities and prepare proposals
- Coordinate irrigation and water management needs
- Monitor hours, production, and portfolio performance
- Uphold safety, professionalism, and quality standards





## Preferred experience

- 2+ years managing commercial landscape maintenance accounts
- Strong plant and horticultural knowledge
- Irrigation troubleshooting and controller programming experience preferred
- Familiarity with Google Workspace, Microsoft Office, and CRM tools
- Valid California Driver's License

**Preferred certifications include CLT, QWEL, CLCA Water Management, ReScape, or Landscape Horticulture training/certification.**

## Compensation & benefits

- \$85,000-\$100,000 per year, depending on experience
- Annual performance bonus plus quarterly bonus opportunities
- Health, dental, and life insurance
- 3% retirement match
- PTO, sick leave, and 8 paid holidays
- Company vehicle, laptop, and cell phone

If you are a service-driven landscape leader who cares deeply about people, planning, and quality, we'd love to hear from you. Please send your resume or questions to Luis in HR at [luis@terralandscape.com](mailto:luis@terralandscape.com).

