

Sales Associate – Blue Isle Contracting Ltd.

Pay: CA\$60,000.00 – CA\$75,000.00 per year

About Blue Isle Contracting Ltd.

Blue Isle Contracting Ltd. is more than a workplace, it's a supportive, energetic team environment built on shared values: Passion for Excellence, Luxury Service, Family Roots, and a Commitment to Safety.

For over 13 years, Blue Isle has been designing and building high-end residential landscaping and hardscaping projects across Edmonton and surrounding areas. The team specializes in paving stone, retaining walls, patios, outdoor kitchens, fire and water features, and complete landscape transformations that blend timeless design with expert craftsmanship.

The company culture focuses on positivity, collaboration, and growth, creating an environment where every team member feels valued while delivering exceptional outdoor spaces clients love.

What's Offered

Competitive Compensation: Base salary plus commission opportunities based on performance and successful contract conversions.

Career Growth: A clear path from Sales Associate to Senior Sales Associate and eventually Head of Sales, with opportunities to lead a team.

Perks & Benefits: Team bonding activities, company outings, and a collaborative culture that encourages creativity and professional development.

Position Type: Full-time, year-round salaried position. Sales performance is primarily measured during the April–October construction season, with continued relationship-building and opportunity development during the off-season.

The Role

The Sales Associate role is ideal for a motivated, self-starting individual passionate about landscaping and hardscaping.

Key Responsibilities:

- Meet clear, measurable KPI targets for revenue, leads, and project conversions.
- Convert qualified leads into signed contracts, with success measured by results and performance.
- Manage a balanced sales pipeline of company-provided and self-generated leads through networking, referrals, and relationship building.
- Conduct onsite visits and client meetings.
- Prepare conceptual landscape and hardscape layouts to guide clients (Realtime Landscape experience is an asset).
- Communicate design intent clearly to the estimating team for seamless project planning.

- Follow up with clients to ensure a smooth process from initial interest to signed contract.
- Maintain accurate records of leads, proposals, and communications using Google Sheets, Excel, Gmail, and LMN (Landscape Management Network).
- Carry and deliver samples to clients (up to 50 lbs).
- Collaborate professionally with clients and coworkers.
- Explore sales opportunities during the off-season (November–March).
- Perform other related duties as required.

Hours: Monday–Friday, 8:00 a.m.–4:30 p.m., with occasional evenings or weekends for client meetings and networking events.

Qualifications

- 3+ years of hands-on experience in landscaping or hardscaping preferred (strong candidates with relevant experience considered).
- Proven sales skills with accountability for meeting targets.
- Own vehicle for travel to client sites, meetings, and events.
- Ability to conceptualize and communicate landscape/hardscape designs effectively.
- Strong leadership instincts and initiative.
- Experience with Google Sheets, Excel, Gmail, and LMN is an asset.
- Familiarity with Realtime Landscape, SketchUp, AutoCAD, or similar design software is an advantage.
- Knowledge of hardscaping materials and systems, including brands such as Techo-Bloc, Barkman, and Belgard, is an asset.

Physical Requirements

- Comfortable working onsite in all weather conditions.
- Willingness to walk properties and assist in design assessments.
- Ability to carry samples up to 50 lbs.

Ready to Join the Team?

Submit a resume and a brief introduction outlining why you'd be a great fit for Blue Isle Contracting Ltd. and help create exceptional outdoor spaces.

Blue Isle Contracting Ltd. is an equal opportunity employer and welcomes applications from all individuals, regardless of background or experience.

Job Type: Full-time, Year-Round

License/Certification:

- Driver's License (required)

Work Location: Hybrid remote in Edmonton, AB

Application Deadline: March 20, 2026

Expected Start Date: April 1, 2026