

At Park, we believe that a beautiful landscape starts from the ground up—and that includes our team. We don't just offer jobs; we provide a space where you can plant your ambitions and watch them bloom. Our culture is built on a simple “The Foundation” philosophy: **When we invest in you, you invest in us.**

JOB TITLE: Senior Landscape Designer

DEPARTMENT: Estimating & Design

REPORTS TO: Business Development Manager

[APPLY HERE](#)

SUMMARY: The Landscape Designer is responsible for sales and project delivery through accurate, buildable landscape designs and well-defined scopes that align with client needs, operational execution, and profitability targets. This role combines client consultation, site evaluation, design development, estimating, and sales to drive successful residential and commercial landscape projects from concept through handoff to production. The Landscape Designer ensures designs are constructible, estimates are accurate, margins are protected, and client expectations are clearly managed in a fast-paced, deadline-driven environment. This position will also play an administrative role with our snow clearing team.

DUTIES AND RESPONSIBILITIES:

1. Client Consultation & Needs Assessment

- Assess customer requirements for residential and commercial landscaping projects.
- Meet with clients and visit sites as required to evaluate site conditions, access, and factors that may influence design, scope, or pricing.
- Proactively communicate clearly and professionally with clients to clarify scope, address questions, and manage expectations.

2. Estimating, Pricing & Sales

- Develop accurate estimates and tenders based on defined scopes, labour hours, materials, and established company mark ups.
- Research materials, methods, quantities and subcontractor qualifications as required, consulting internal resources to ensure accurate pricing and feasibility.
- Meet or exceed individual and team sales targets as established by the organization.

3. Systems & Documentation

- Set up and maintain client records, properties, estimates, and change orders within Aspire.
- Ensure all quotes, revisions, and supporting documentation are accurate, complete, and properly tracked.

4. Collaboration & Project Alignment

- Work closely with project managers to ensure quoted scope aligns with execution plans and customer expectations.
- Support smooth handoff from sale to production by providing clear scope details and assumptions.

5. Performance Review & Continuous Improvement

- Review completed job costing data to evaluate estimate accuracy, and improvement opportunities.
- Collaborate with Sales and Operations Managers to refine future estimates and tenders using historical job cost data.

6. Customer Service & Relationship Management

- Promote strong customer service standards and build positive, long-term client relationships.

QUALIFICATIONS:

- **Experience:** Minimum seven (7) years' of professional landscape design, estimating, sales, or client relations experience in landscaping, construction, or a related field.
- **Education & Certification:** Post-secondary education in landscape management, landscape architectural technology, landscape estimation, construction management, or related discipline.
- **Regulatory Knowledge:** Working knowledge of standard methods, materials, and equipment used in landscape construction and maintenance.
- **Systems & Technical Experience:** Design experience with SketchUp, Autocad, or Vip3D software is required.
- Proficiency with Google Workplace Suite, and Aspire.

COMPETENCIES:

- **Sales Conversion Support:** Designs and revisions are delivered on time and aligned with client needs, contributing to target close rates and repeat business.

- **Design Accuracy & Constructability:** Designs meet buildability standards with minimal rework, RFIs, or field changes due to design errors.
- **Estimate & Margin Alignment:** Design scopes, quantities, and material selections support accurate estimates and meet or exceed targeted gross margin.
- **Turnaround Time & Throughput:** Meets established turnaround times while managing multiple active opportunities in a high-volume, deadline-driven environment.
- **Client Satisfaction:** Maintains high client satisfaction through clear communication, responsiveness, and professional presentation of designs.
- **Cross-Functional Effectiveness:** Designs are clearly understood and executed by sales and field teams, resulting in smooth handoffs and efficient project starts.

PHYSICAL DEMANDS AND WORK ENVIRONMENT:

- Primarily office-based with extended periods of computer and desk work.
- Regular interaction with sales, operations, and administrative teams.
- Periodic site visits to residential and commercial project locations.
- Ability to walk uneven terrain and navigate active construction sites.
- Exposure to Alberta's varying weather conditions during site visits.
- Light physical activity including standing, walking, bending, and occasional lifting up to approximately 25 lbs.
- Fast-paced, deadline-driven environment with seasonal workload fluctuations.
- Occasional extended hours required to meet client and project deadlines.

The above is intended to describe the general content of and requirements for the performance of this job. It is not to be construed as an exhaustive statement of duties, responsibilities or physical requirements. Nothing in this job description restricts management's right to assign or reassign duties and responsibilities to this job at any time. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.