

## **WINKLER DISTRICT MANAGER ROLE DESCRIPTION**

Winkler is currently seeking a full-time District Manager to join our growing team. The ideal candidate possesses both a love of trees and a passion for developing long-term relationships with our clients and teammates. Winkler is an ethics driven family business that is large enough to offer meaningful growth opportunities but small enough for you to play a key role in shaping the overall success and direction of the company.

The primary objective of a District Manager is to achieve the sales and operational goals for the assigned district by visiting client properties, assessing their tree care needs, and providing them with an exceptional client experience. This role is based out of Bellwood, Illinois (15 minutes from O'Hare) and reports directly to the company President. The geographic district is located within DuPage County.

### **Qualifications**

- Experience in arboriculture or prior sales experience
- ISA Certified Arborist credential preferred, but can be acquired on the job (company sponsored)
- Experience and/or a strong interest in diagnosing and developing treatment plans for a variety of tree disorders
- Strong communication and interpersonal skills (not just a great salesperson but also a great teammate!)
- Openness and ability to leverage technology (software) to improve efficiency and the overall client experience

### **Responsibilities**

- Sales
  - Maintain existing client accounts within district
  - Actively develop new sales with both existing and new clients
- Operations
  - Supervise personnel assigned to district
  - Ensure the safe conduct of all operations under your supervision
  - Manage all company resources assigned to or utilized within your district
- Strategy and management
  - Ensure timely and accurate data entry and data management, primarily through active and consistent use of the company software systems (e.g., lead conversion, proposal development, crew scheduling)
  - Actively promote and support the professional development of team members
  - Collaborate with peers to develop and execute budgets, strategic plans, and marketing programs

### **Compensation & benefits**

- Base salary (\$60k-\$90k starting salary based on capabilities and experience)
- Performance bonus (\$30k-\$60k performance based target)
- Six annual paid holidays
- Ten days annual Paid Time Off (PTO)
- 50% employer-funded healthcare, dental, and vision coverage for employee and immediate family
- 401(k) retirement program with 3.5% match
- Company car
- Company provided laptop and mobile phone
- Company uniform provision and stipend

- Tuition refund for all company related training and association membership fees

#### **Company overview**

- Winkler Tree & Lawn Care is a 100% veteran owned & operated family business operating since 1975
- We are Illinois' first TCIA accredited company and have a team of 4 full-time ISA Certified Arborists
- We provide a broad range of arboriculture services to residential, commercial, and municipal clients across the greater Chicago area
- In addition to tree removal and pruning, we also offer various fertilization, disease, and pest control treatments.

#### **Winkler Operating Principles**

- **No shortcuts.** Safe, Consistent, Reliable, Thorough.
- **Play the long game.** We serve clients and teammates for life by being Trustworthy, Selfless, and Respectful at all times.
- **Keep score.** We competitively seek to constantly improve ourselves and our teammates.

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**Kevin Halbert**

**Owner | Winkler Tree & Lawn Care**

**Certified Arborist IL-10077A**

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***Founded 1975 - Veteran Owned & Operated***