

TREE CARE SALESPERSON

RESIDENTIAL/COMMERCIAL TREE CARE

JOB DESCRIPTION

The tree care salesperson is the principal contact with customers and is responsible for developing and maintaining relationships with clients. The salesperson sells and estimates tree care work, usually within a given geographic territory.

TYPICAL BACKGROUND

Salespeople in arboriculture almost always have a background in various aspects of production tree work.

ELIGIBILITY REQUIREMENTS

A high level of knowledge about plant identification, tree biology, diagnostics, and production techniques is required. An ability to communicate effectively with the public is essential. Some companies may require a college degree, and most will require ISA Arborist Certification.



EDUCATION/TRAINING NEEDS

- General work site safety and hazard recognition
- Work orders and work plan preparation
- Job briefings
- Basic management training
- Communication skills
- Emergency procedures
- Proper equipment use and maintenance
- Tree and shrub identification
- Entomology
- Plant pathology
- Tree biology
- Diagnostic training
- Plant selection
- Proper planting procedures

EDUCATION TRAINING MATERIALS

- ISA: *Arborists' Certification Study Guide*
- ANSI Z133.1 Safety Standards
- ANSI A300 Pruning
- ANSI A300 Fertilization
- ANSI A300 Tree Support Systems
- Best Management Practice: Pruning
- Best Management Practice: Tree Support Systems
- Best Management Practice: Fertilization
- ISA ArborMaster Video Series and Book: *The Art and Science of Practical Rigging*
- ISA: *Photographic Guide to Hazard Trees*
- ISA: *Plant Health Care for Woody Ornamentals*

CERTIFICATIONS/LICENSES

ISA Arborist Certification may be required.

Pesticide Applicators License may be required.

TYPICAL FUTURE CAREER PATHS

Tree care salesperson may be the final step in a career. Some may move on to management or company ownership.