



## AUSTRALIAN ECOSYSTEMS

*Building sustainable landscapes for the future*

### **General Manager,**

### **The Sustainable Landscape Company**

#### **November 2020**

Australian Ecosystems (AE) are an integrated sustainable landscape and natural resources management company, with Nursery, Design, Landscape Construction and Maintenance divisions. Our residential construction division, The Sustainable Landscape Company, require the services of a General Manager to oversee the estimating, programming, construction and maintenance of a growing work book of high end residential and council landscape construction and maintenance projects across Melbourne and Victoria.

Our team have won many landscape and horticultural awards in our 21 year history, including the 2017 Landscaping Victorian Landscape of the Year. We specialise in the growing field of sustainable landscapes that feature sustainable materials, water efficiency, wetlands, habitat gardens and productive edible landscapes and gardens.

The successful applicant will oversee pricing, client negotiation, securing contracts, construction programming, client liason and construction management of residential and council construction projects. You will work closely with our design team and oversee our growing construction team to deliver a workbook of landscape projects on time and on budget.

#### **Summary of Key Work Areas/KPIS**

1. Work with our marketing and construction team to grow our work book to to \$2 million per annum at a minimum of 15% net profit margin
2. Work with our marketing team to increase leads and client acquisition
3. Manage incoming leads, visit sites, liase with clients and price works
4. Oversee contract signing with clients, program works and work closely with our construction supervisors to complete works
5. Liase with clients throughout construction, negotiate and price variations and manage maintenance of landscapes
6. Coordinate with our other divisions as required to secure plants, materials and resources to complete works
7. With the assistance of the financial controller, track financial performance of individual projects and the overall division
8. Ensure all construction site staff adhere and follow the OHSE & Quality management system and procedures
9. Ensure activations of new projects are sent to Job Activations in a timely manner after acceptance
10. Complete monthly payment claims for submission to clients

#### **General Prerequisite Skills**

- 1 Formal qualification in landscape construction and at least 5 years experience in managing residential/commercial landscaping
- 2 Experience in construction and pricing of all works including machine work, concreting, topsoiling, planting, irrigation, rockwork, structures and carpentry
- 3 Understanding of machine and truck operation and capabilities



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- 4 Proven skills and experience in managing all elements of high end residential landscape construction including estimating, client management, programming, management of construction teams and budgeting
- 5 Excellent understanding of safety and an ability to reinforce safe working practices and a positive safety culture in the workplace
- 6 Excellent communication, the ability to manage and lead teams
- 7 Experience in the use of databases and high level computer skills in Outlook, Excel, Word, stock inventory/management software and current drivers licence
- 8 Good written and oral presentation and report writing skills and personal presentation
- 9 Honesty, self motivation, the ability to work independently and a solid work ethic
- 10 Excellent interpersonal, communication, teamwork and negotiation skills and experience and ability to collaborate with other divisional managers and other stakeholders
- 11 A strong enthusiasm for sustainable landscapes and sustainable living
- 12 Domestic building or structural landscaping licence would be a big advantage

### **Remuneration**

The position attracts an attractive remuneration package, available upon application, vehicle, phone and laptop.