

## Tree Care Salesperson Residential | Commercial Tree Care

### JOB DESCRIPTION

**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.



### EDUCATION/TRAINING NEEDS

- ✓ Basic management training
- ✓ Cabling and bracing
- ✓ Chain saw use and safety
- ✓ Chipper use and safety
- ✓ Communication skills
- ✓ Diagnostic training
- ✓ Emergency procedures
- ✓ General work site safety and hazard recognition
- ✓ Job briefings
- ✓ Lightning protection
- ✓ Proper equipment use and maintenance
- ✓ Pruning principles and techniques
- ✓ Tree biology
- ✓ Tree identification proficiency
- ✓ Work orders and work plan preparation

### EDUCATION TRAINING MATERIALS

- ✓ *A Photographic Guide to the Evaluation of Hazard Trees in Urban Areas* (Matheny and Clark)
- ✓ *ANSI A300 Standards for Tree Care Operations* (or applicable national standards)
- ✓ *ANSI Z133 Safety Standard for Arboricultural Operations* (or applicable national standard)
- ✓ *Arborists' Certification Study Guide* (ISA)
- ✓ *Arborists' Knots for Climbing and Rigging DVD and Workbook* (ISA)
- ✓ *ArborMaster® Training Video Series* (ISA)
- ✓ *Best Management Practice Series* (ISA)
- ✓ *Diseases of Trees and Shrubs* (Sinclair and Lyon)
- ✓ *Introduction to Arboriculture Training Series* (ISA)
- ✓ *Manual of Woody Landscape Plants* (Dirr)
- ✓ *Plant Health Care for Woody Ornamentals* (Lloyd)
- ✓ *The Practical Science of Planting Trees* (Watson and Himelick)
- ✓ *Tree Risk Assessment Manual* (ISA)
- ✓ *Up By Roots: Healthy Soils and Trees in the Built Environment* (Urban)
- ✓ *Urban Tree Health: A Practical and Precise Estimation Method* (Bond)

### ELIGIBILITY REQUIREMENT

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 Certified Arborist® credential.

### CERTIFICATION/LICENSES

ISA Certified Arborist® credential and State Pesticide Applicator License are recommended.

### TYPICAL FUTURE CAREER PATHS

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