**Career Paths in Arboriculture**

**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.