



COMMERCIAL
LANDSCAPING ·
OCTOBER 2026

Your account managers are the hardest hire.

They are also your most valuable people.

Hi {{first_name}},

Commercial landscaping's hardest hiring problem is not field labor, it is the leadership and account tier that PE-backed roll-ups are consolidating fast. Account managers who own \$2-3M in book of business are the single highest-demand role in the trade, and branch managers running \$5-10M P&Ls take 60-90 days to fill.

THE NUMBER THAT MATTERS

\$2-3M

in book of business a strong account manager typically owns, the highest-demand role in the trade.

60-90

days to fill a branch manager expected to run a \$5-10M P&L from day one.

PE-backed roll-ups are absorbing leadership talent fast, and their hiring share is growing, which puts independent firms in direct competition for the same small pool. H-2B seasonal labor already covers most field crew needs; the persistent gap is leadership and design, not the crew itself.

THIS MONTH'S READ

Top 10 Hiring Challenges in Commercial Landscaping Recruiting (2026)

Why account managers and branch managers, not field crews, are the real hiring bottleneck.

[Read the full guide →](#)

FROM THE FIELD

Proof, not promises

We recruit continuously for commercial landscaping, so the shortlist exists before your seat opens. See real hiring wins from other trades we recruit for, and ask us about our track record in your market on a discovery call.

[See real case studies →](#)

QUICK WIN

Your best account managers are not actively job hunting. If you are waiting for a resume to land, you are waiting for the wrong signal, start the conversation before the seat opens.

**Hiring landscaping leaders?
Book a call**

If landscaping hiring is on your plate this quarter, that's all we do. Reply to this email or grab a time above.

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President, My Trade Talent

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EMAIL SETUP

SUBJECT	Your account managers are the hardest hire in landscaping.
PREHEADER	Why the leadership tier, not field crews, is where PE-backed roll-ups are winning.
SEND DATE	October 2026
AUDIENCE	Commercial Landscaping contact list
APPROVER	Neil