



VACANCY - ACCOUNT MANAGER UK & IRELAND

Kolff Plants BV has been a successful exporter of hardy nursery stock to the UK, Ireland and Scandinavia since 1990. We are currently looking for an experienced account manager who is enthusiastic and commercially oriented to cover the United Kingdom and Ireland.

The Role

As an account manager you will be responsible for a range of existing accounts and for developing new business. You will identify customer needs and make effective offers, close sales and ensure our customers receive efficient deliveries and a high level of service. You will be in regular contact with existing and potential clients including site visits where required.

What do we offer?

A rewarding position as an account manager in an international company. The role will allow plenty of freedom to set your own goals and work patterns while engaging with an exciting and varied customer portfolio. In addition to a generous remuneration package, you will be provided with the facilities needed to work effectively from home, including company car, laptop and mobile phone. This is a full-time position with good working conditions in a highly motivated and close-knit team.

Who are you?

A self-starter with a solid background in commercial horticulture. You have sales skills, but you also know how to operate strategically. You know how to win new customers and have excellent communication skills. You are comfortable working independently and will relish the challenge of meeting customers throughout the UK and Ireland.

Required Qualifications and Skills

- Higher Education working and thinking level
- Extensive sales and account management experience
- Familiarity with the nursery stock and landscape sectors
- Solid and broad knowledge of hardy plants
- High competency in Microsoft Office
- Full clean driving licence
- Willingness to travel widely in the UK and Ireland

Apply now!

Ready to join our team? Send an email with your resume and motivation to Jacob Kolff (jacob@kolff.com).