United Kingdom Jobs Expertini®

Technical Horticulture Salesperson

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Company: MorePeople

Location: United Kingdom

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Technical Horticulture Salesperson

What Will I Be Doing?

As the Glasshouse Technical Salesperson, you will play a pivotal role in driving sales and projects relating to a range of glasshouse systems. Your responsibilities will include: **Sales Leadership:** Identify and cultivate relationships with prospective clients in the horticultural industry. Conduct thorough needs assessments to understand client requirements and purpose tailored glasshouse system solutions. Develop and present compelling sales proposals, effectively communicating the value of our products and services. Achieve and exceed targets through strategic planning and execution.

Project Management: Oversee the end-to-end project lifecycle, from initial concept through design implementation and handover to the client. Collaborate with cross-functional teams, including engineering, design, and installation teams to ensure project milestones are met on time and within budget. Conduct regular project status meetings and provide clear communication to internal colleagues and clients. Address any project-related challenges promptly to ensure customer satisfaction.

Technical Expertise: Stay abreast of industry trends and advancements in horticultural technologies, particularly greenhouse systems. Leverage technical knowledge to guide clients in selecting the most suitable glasshouse systems for their specific needs. Provide technical support to client and internal teams throughout the project lifecycle.

What Do I Need?

To excel in this role, you should have:

Proven experience in sales within the horticultural industry.

Strong project management skills with a successful track record of overseeing complex projects.

In-depth knowledge f horticultural systems, greenhouse technologies, and related equipment.

Excellent communication and interpersonal skills.

Ability to work collaboratively in a team-oriented environment.

About the Client:

Our client is a leading provider of innovative horticultural solutions, utilizing cutting-edge technologies. They are currently seeking a dynamic and results-oriented individual to join their team in a Horticultural technical sales role.

What's Next?

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For an informal chat, please call me, Rae on 01780480530 or email or send me a message on LinkedIn. Don't worry if your CV isn't up to date, just send what you already have and we can sort the rest later! Reference: RG18199

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