



# viridis

## Customer Sales Advisor – East Midlands & South East Region Location: Home Working

Viridis is a division of Boningale Nurseries supplying ornamental garden plants and technical expertise to the domestic landscaping market. As a result of exciting and consistent growth, we are looking to strengthen the team with a Customer Sales Advisor. Viridis is backed by its Shropshire nurseries with many products being able to be supplied from own-grown stock. Combined with established UK & European supplier relationships we fulfil plant requirements for leaders in the domestic garden design & domestic landscaping.

With specific accountability for Eastern counties applicants are likely to reside within the sales territory of the M1 corridor but this is not essential for the right candidate.

The successful candidate will have good plant knowledge and an understanding of the nursery industry. We are looking for a self-motivated individual with great communication skills and drive to succeed in a sales role.

This role will involve dealing with customers in person, over the phone and via e-mail. Tasks will include: pricing enquiries, prospecting for new business, securing orders and developing existing business in an agreed geographical area. IT experience is desirable and training will be provided on our own stock system and quoting process.

This is an excellent opportunity for the right person to join a dynamic and successful company, and to develop their career and sales skills within the horticultural industry.

Competitive remuneration package available, dependent on experience, and will include usual company benefits related to the position.

### Main Duties & Responsibilities:

- o Developing any existing domestic accounts in region.
  - o Pricing incoming enquiries from customers.
  - o Processing orders accordingly and efficiently.
- o Following up outstanding quotations and negotiating orders.
- o Assisting with generating new business and ensuring smooth adoption.
  - o Working to and recording targets as required.
- o Gathering and sharing product and market information.

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To apply, please email your with a covering letter including salary expectations to: [jenny.ward@boningale.co.uk](mailto:jenny.ward@boningale.co.uk)

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