



Account Manager

Location: Hybrid - Home Based/Albrighton
Company: Boningale Ltd
Contract: Permanent / Full time

Job Description

The Boningale Group is under new ownership of Plant Market with plans to grow ambitiously. We are looking to strengthen our team and currently have a vacancy for an Account Manager. This position will be a hybrid role based both at home and in Albrighton with some regional travel as required.

Reporting to the Sales & Marketing Director this role will involve dealing with customers on a daily basis, in person, over the phone and via e-mail and will involve pricing enquiries and developing existing business within an agreed strategy.

The right candidate will be driven and self-motivated with good plant knowledge and experience of the landscape supply market. Being able to recognise business opportunities and grow profitable customer relationships. Good communication and negotiations skills are essential, along with administration and IT capabilities.

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

Job Responsibilities:

- To adopt and grow a base of existing amenity accounts.
- To price incoming enquires from customers.
- To process orders accordingly and efficiently.
- To follow up outstanding quotations and negotiate orders.
- Work to and record targets as required.
- Support the Senior sales team and help facilitate communication.
- Meet with clients both on and off site in the UK.
- Handling queries & complaints.
- Gathering and sharing product and market information.

Attributes Required:

- Must have sales experience and be able to demonstrate experience of working in a similar role.
- Possess excellent customer service skills both in person and electronically.
- A strong knowledge of plants and horticulture is essential.
- Be IT Literate, confident with IT systems and a proficient user of Microsoft packages.
- Have excellent communication and inter-personal skills.
- A driving licence is required due to the requirement to visit customers.

Working Hours: 40 hours per week, worked between; 8.00 am – 5.00 pm Monday to Friday.

Salary: Competitive plus Car Allowance.

Benefits: 23 days holiday, plus bank holidays, increasing after 5 years' service. Birthday Leave. Healthcare Plan. Pension. Cycle to Work Scheme. Refer a friend Scheme. Employee of the Month Scheme.

Please email your application to jenny.ward@boningale.co.uk quoting vacancy reference 23/008. For more information about Boningale Ltd please visit our website www.boningale.co.uk