



Business Development Executive

Location: Hybrid - Albrighton / Home / Travel

Company: Boningale Nurseries

Contract: Permanent / Full time

Job Description:

Boningale Nurseries is a leading supplier of hardy nursery stock to the commercial landscaping sector. We are seeking an experienced and motivated Business Development Executive to join our sales team, working closely with key departments across the business.

This hybrid role includes regular travel across the UK to meet prospects and customers, alongside set office days at our main nursery in Albrighton. Reporting to the Head of Commercial Sales, your primary focus will be researching and approaching new leads with the goal of onboarding new clients.

The ideal candidate will be driven, self-motivated, commercially aware, and have strong plant knowledge. Excellent communication, negotiation, and IT skills are essential, along with the ability to identify and develop profitable business opportunities.

This is an exciting opportunity to join a dynamic, growing company and advance your career within the horticultural industry.

Key Responsibilities:

- Research and approach new business prospects and opportunities.
- Attend meetings with clients both on-site and off-site across the UK to strengthen relationships and drive business growth.
- Gather and share relevant, customer and market information to support business growth.
- Support wider business functions and help facilitate effective communication across departments.
- Work towards set KPIs, maintaining detailed records of outcomes and performance.
- Represent the business in a professional manner at events and tradeshow.

Attributes Required:

- Proven experience in developing new business and building client accounts.
- Excellent customer service skills, both face-to-face and through electronic communication.
- Strong knowledge of plants and horticulture is essential.
- IT literate and confident in using a range of systems, including Microsoft Office and CRM software.
- Exceptional communication and interpersonal skills, with the ability to build and maintain strong client relationships.
- A full UK driving licence is required due to the need to visit customers on-site.

Working Hours: 39 hours p/w, 8.00 am – 5.00 pm Monday to Thursday and 8.00 am – 4.00 pm 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 reference 25/004
For more information about Boningale Limited please visit www.boningale.co.uk