



Sales Advisor

Location: Boningale Nursery, Albrighton

Company: Boningale Ltd

Contract: Permanent / Full time

Job Description:

Boningale Nurseries is a leading supplier of hardy nursery stock to the commercial landscaping sector. Following recent growth and company restructure, we are looking to strengthen our sales team.

Based at our main nursery in Albrighton near Wolverhampton, this role reports to the Head of Commercial Sales and includes regional travel to visit key accounts when necessary. The role requires the successful candidate to manage customer accounts, nurture customer relationships on a daily basis whilst also tendering, pricing, tracking opportunities and conducting regular follow ups.

We're seeking a driven, self-motivated individual with strong plant knowledge and experience of the commercial landscaping industry coupled with good communication and negotiations skills which are essential.

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

Key Responsibilities:

- Collaborate with the wider sales team to price incoming enquiries and manage customer accounts professionally.
- Schedule and conduct regular follow-ups with customers regarding outstanding quotations, negotiating orders to successful completion.
- Support the wider team by ensuring efficient and accurate order processing.
- Work towards set KPIs, maintaining detailed records of outcomes and performance.
- Attend meetings with clients both on-site and off-site across the UK to strengthen relationships and drive business growth.

Attributes Required:

- Proven experience in tendering, estimating and quoting with demonstrable responsibilities in a similar role.
- 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 25/005
For more information about Boningale Limited please visit www.boningale.co.uk