

Key Account Manager

Wholesale nursery sales

Andreasens Green are seeking to appoint an outstanding Key Account Manager to join our sales team in delivering excellence in customer experience and assisting to deliver key commercial landscape projects across the state.

As a Key Account Manager, you will secure relationships with our customers and drive opportunities through winning tenders, quotations and providing end-to-end project support. This includes.

- Working with Project Manager and internal stakeholders to ensure delivery on time and in full.
- Inventory management and purchasing
- CRM and contract management
- Logistics coordination
- Sales activity with existing client and development of new clients

You will also drive budgeted sales results through.

- Total account management with a defined portfolio
- The delivery of exceptional customer service
- The ability to multitask and manage competing priorities.
- Having strong horticultural knowledge and consultative approach.

The successful candidates will need to demonstrate the following: -

- Past successful sales and client management experience
- Project management in the horticulture or building trades.
- Strong administration and computer skills with a high attention to detail.
- A horticulture qualification or currently working to attain one strongly preferred.
- Previous experience with MYOB would be highly regarded.

Andreasens Green is New South Wales leading landscape horticulture business, and we continue to grow. We take pride in providing a 'one stop solution' for our clients and are a dynamic privately owned business looking for great people to join us in enriching our customer's journey.

If you have a strong project management/ sales background and a passion for horticulture this is an exceptional opportunity with strong development potential for the right candidate. We are seeking unique candidates that will complement our fantastic team and actively support our growth.

If you feel that you meet these requirements and would excel in this environment, apply online ASAP, or forward your current CV to tara@andreasensgreen.com.au.