



A r c h i t e c t u r a l — PLANTS —

Garden Designer

Company Profile & Person Specification

Architectural Plants is a nursery in West Sussex with a growth rate far out-pacing industry norms. As well as the nursery, we offer garden design, planting and maintenance services – we have big dreams and grand plans. Since the appointment of our new Managing Director, Guy Watts, in 2016, turnover has doubled. We aim to make a similar impression on our homegrown production, and compete on a global level with the best nurseries and growers in the world. It's a non-negotiable goal. A positive attitude is everything.

We have a passionate team working with us. Sales, marketing and design drive the company forward from the ground, increasing sales with a combination of incredible customer service and after-sales skills, well-placed advertising, a strong and engaged online following, and designs that create client retention and referral stats that are the envy of our competitors. We have a production team out on the nursery in all weathers propagating and growing on our extensive range of stock, some of which is unique to us. They also support a planting and creative maintenance team that is second to none in terms of its grit and unrelenting insistence on doing things properly every time, constructing show quality gardens every time.

The company runs similarly to a huge family – we even have four office dogs – complete with all of the images of bickering those words conjure up. Of course, if you put enough people who are passionate about what they do in a room together, it won't take long for voices to be raised and debate to ensue. Individual opinion is encouraged and always valued. It's how we come up with the best ideas and continue to drive the company forward at such an extraordinary pace. We debate, we argue, and we make up – and nine times out of ten we manage to do so without resorting to throwing stationary at one another. It's a challenging and rewarding environment in equal measure.

If this sounds like the type of environment you can thrive in, if you can hold your own whilst being open to new ideas, if you have a creative and curious mind and the horticultural experience required to create your own niche within the company, then there's a strong chance you'll fit in well. At the same time, our reputation is based on some solid and immovable principles and practices that define our brand. As one of our garden designers, you'll understand the importance of doing certain things the Architectural Plants way, whilst adding your own flair and injecting fresh ideas that will come to define your very own style of A.P. design. Our employee relationships are built on trust: hand-holding will be extremely limited and you'll be expected to manage and prioritise your own workload and support other areas of the business as and when required. If the sound of all this responsibility fills you with dread, then we're probably not the right fit for you; if you think it sounds like a challenge you can take on and run with, please do get in touch.



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Responsibilities:

- work to clients' briefs and maximise sales and business opportunities through garden design
- liaise with the design and planting managers to produce accurate quotations, produced to a high standard and easy for clients to follow – we have a transparent costing system
- set out plants on site and spend time guiding the planting team as appropriate
- manage and oversee projects from inception to completion, securing repeat and referral business based on your output and relationship-building abilities
- contribute to external projects – for instance, this year we have taken part in RHS Chelsea Flower Show, Ascot Spring Garden Show and Futurescape

You'll need:

- experience in a similar role, whether on an employed or self-employed basis
- an extensive and well-rounded knowledge of plants and design theory and techniques, along with an intelligent understanding of how these can best be applied in practice in the garden
- a willingness to work with varying budgets
- the ability to design without drawings (more about our unique design process can be found on our website)
- a full UK driving licence, as the role involves travel to and from sites

Full time, 40 hours per week

Salary entirely negotiable

Application Process

In the first instance, please send a personal statement to rachel@architecturalplants.com, outlining your experience and suitability for the role. If successful at this stage, you'll then be asked to provide your CV. Please do not send your CV with your initial email.

The application process will involve a short telephone interview and a formal, in person interview with the Managing Director and Design Manager. These will be followed by a trial day with our Design Manager where your horticultural knowledge and practical skills will be tested. You'll spend some time on a design visit, suggesting plants and creating a template design.

Strictly no agencies