

# A r c h i t e c t u r a l — PLANTS —

## Horticultural Consultant

### 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 Managing Director, Guy Watts, in 2016, turnover has more than 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 meticulous customer service and after-sales skills, well-placed advertising and a strong and engaged online following. 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 and creatively maintaining show quality gardens.

### Horticultural Consultant:

This is no ordinary sales position and no ordinary team you'll be joining. We have a very lively, well-established, tightknit team. This is not just about selling plants; this is about bringing something special to the team because you'll be working in a very dynamic and creative environment. This is a specific sales role but within the position there are also opportunities to make areas your own. You'll be working with both retail and trade customers and you'll need to absolutely love plants and know how to sell them. We don't wait around for sales; we are proactive about driving the business forward and everyone's input is actively encouraged. We are busy all year round and go into overdrive in the peak seasons so be prepared to do a thousand things at once and to do them perfectly.

### Working hours:

8am - 5pm 4 days in the week and every Saturday.

Salary is based on experience.

### Responsibilities:

- provide excellent customer service both over the phone, by email and in person

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- give sound horticultural advice and plant suggestions
- use our IT systems (stock and accounting software) daily, training will be provided
- wrap and tag plants
- keep display and sales areas topped up and meticulously tidy
- generate new sales and customers with innovative approaches

### You'll need:

- exceptional horticultural knowledge and experience
- reliability, initiative, discipline and working in a team are all essential
- self-motivation with a decisive character; willingness to use your own initiative to prioritise a busy workload and adapt to new working methods as necessary
- excellent communication skills both written and verbal

### Application Process

In the first instance, please send a personal statement to [sophie@architecturalplants.com](mailto:sophie@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 Sales Manager. These will be followed by a trial day at the nursery, when your knowledge, technical abilities and suitability for the role will be tested in a practical setting.

Strictly no agencies