

Area Sales Manager

Midlands

The Scotts Company is the world's largest supplier of horticultural products to the consumer and professional turf, amenity and horticulture markets. We are currently seeking an Area Sales Manager to take responsibility for the Professional Turf and Amenity business in the Midlands, to maximise the sales effort for acceptance and growth of Scotts' products.

The responsibilities of this role include managing all accounts and prospects in the area in order to achieve increased market share, strengthening relationships and the understanding of customers' requirements in order to achieve or improve upon agreed company sales and profit targets. The successful candidate will have the ability to develop sales promotions and present to groups of end users and distributors, as well as representing the company at trade shows, seminars etc. in order to strengthen the company's offering.

Proven success in a sales role is essential, along with the self-motivation and initiative needed to achieve

individual and company goals. The ideal candidate will also have an industry-recognised qualification eg. BASIS, or other evidence of technical understanding of the nature of the product range.

The position offers an attractive basic salary and incentive scheme package, along with a company car, an occupational pension scheme, subsidised medical insurance and 26 days' paid leave.

To apply for this position, please send CV and covering letter to Carol Terry, Human Resources Manager, The Scotts Company (UK) Limited, Salisbury House, Weyside Park, Catteshall Lane, Godalming, Surrey GU7 1XE or e-mail carol.terry@scottscsco.com

Closing date for applications is 31 March 2003.

We are committed to equal opportunities for all.



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BAR 2

50% Barcrown – Slender Creeping Red Fescue

30% Bargreen – Chewings Fescue

10% Bardot – Browntop Bent

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This is the most successful mixture used today. Bar 2 includes Europe's No. 1 slender creeping red fescue, making it ideal for density, disease resistance, drought tolerance and close mowing. It's the perfect mix for golf greens, bowling greens or croquet lawns.

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FOR THE BEST MIX, GET ON THE BALL