



Position Posting: Sales Manager, Young Plants

Located in Abbotsford, BC, Van Belle Nursery is a leading wholesale supplier of ornamental plants to box stores in Western Canada and growers throughout North America. Our facilities are modern and our product line is continually expanding with the newest varieties.

Because of our ongoing growth and commitment to continuous improvement, we are looking for someone to join our team in the position of **Sales Manager** for our Young Plants (YP) Business Unit.

The **Sales Manager** reports to the Vice President, and takes a team approach, combining leadership, responsibility for sales, strategic analysis, financial analysis and direct sales responsibilities for the Young Plant (YP) Business Unit.

Role Responsibilities:

Leadership

- Lead and develop current YP team ;
- Attract and hire new team members for sustained growth.

Sales Analysis and Campaign Development

- lead sales goal setting for YP business unit;
- ongoing tracking of sales to ensure goals are being met;
- analysis leading to action plans for corrective or opportunity moves;
- develop and execute team and individual campaigns to ensure goals are met and exceeded.

Financial analysis of YP team performance

- Lead YP Sales team Fiscus (financial reporting) process;
- Analysis of business unit financial performance.

YP strategic planning - co lead with YP Operations Manager

- One page plan evaluated and updated ;
- One year and 5 year goals set and tracked;
- Goals achieved.

Product analysis

- ensure process for bringing in new plants is developed and followed;
- analyze product mix for optimum long term growth;
- analyze costing and pricing ensuring all products are profitable.

Territory sales

- Develop and grow assigned sales territory;
- As a "player-coach" the goal is to grow sales while developing deeper understanding of the business and needs of the team.

Education & Qualifications:

- 4 year bachelor degree with business focus preferred;
- Self-starter and computer proficient;
- Sales and customer service experience preferred;
- Able to motivate others, build relationships and have a drive to overcome problems ;
- Past proven management results, including direct reports;
- Skilled communicator - spoken and written;
- High attention to detail and organization;
- High level of financial literacy and analytic experience;
- Valid passport - able to travel and work in US ;
- Aligned with and promotes Van Belle Nursery Core Values.

We offer:

- a positive and dynamic work environment;
- a competitive compensation package, based on qualifications and experience;
- a company benefit package including extended health and dental coverage;
- a company profit share program;
- additional benefits available after 3 years + continuous employment.

How to Apply:

If you are looking for new challenges and a place to grow your career, we would love to hear from you! Please submit your resume and cover letter, including your salary expectations to our Human Resources Administrator.

Applications may be submitted as follows:

1. email to: hr@vanbelle.com
2. fax to: 604-853-6282
3. in person to Van Belle Nursery head office: 34825 Hallert Road, Abbotsford, BC V3G 1R3

Learn more about our company at www.vanbelle.com

We thank you for your interest. Only applicants selected for an interview will be contacted.