

*To strengthen our sales team in North America, we are looking for a creative, independent and positive:*

## **Area Sales Manager North America (m/f)**

*Fulltime*

### **Job description:**

The Area Sales Manager North America is primarily responsible for selling Van der Knaap Group products in North America and in other regions if necessary. The Area Sales Manager also provides support to our distributors and/or agents for commercial and cultivation-related matters.

The Area Sales Manager is tasked with responsibility for maintaining and strengthening relationships with existing and new customers through, for example, personal visits and exchanging knowledge. Other areas of responsibility include exploring new markets (desk-based research), setting up sales structures with (long-term) partners, acquisition, preparing sales plans and translating these into concrete plans of action. Optimising the synergy of these partnerships is key.

### **Requirements:**

- Operates at BA or MA level;
- Minimum of five years of experience in similar positions;
- Good command of written and spoken English (Dutch and/or Spanish desirable);
- Knowledge of the professional horticulture industry (knowledge of potting soil and substrates is a plus);
- Willingness to travel.

### **Who we are:**

Van der Knaap is a group of companies specialised in developing high-quality solutions for rooting and growing plants based on coco and peat substrates. At Van der Knaap innovation, customer focus and collegiality are our priorities.

### **Job applications:**

If you are the colleague we are looking for, please apply by sending a cover letter and your CV to: [HR@vanderknaap.info](mailto:HR@vanderknaap.info). We look forward to hearing from you!

For further information about this position, please contact Nick Boelen, tel. +316-224 64935.

*Applications from recruitment agencies will be ignored.*