



**van der Knaap**

rooting / growing solutions

group of companies

[www.vanderknaap.info](http://www.vanderknaap.info)

**Van der Knaap Group specialises in the development and production of high-quality rooting and growing media based on coir and peat. Van der Knaap has grown into a market leader in the field of substrates for professional horticulture. To strengthen our sales team, we are looking for an**

## **Area Sales Manager Mexico**

***Fulltime***

The Area Sales Manager is primarily responsible for the sales of growing media of Van der Knaap Group in Mexico and other countries, if necessary. You support our distributors and/or agencies in commercial and cultivation technical field. This means that you are responsible for all sales activities towards our customers in the designated area, including market explorations (desk research), setting up sales structures with (long-term) partners, active (support) in the acquisition, preparation of sales area plans. You translate this into concrete action plans. You maintain and strengthen the relationship and exchange of knowledge with both existing and new customers. Optimising partnership is our key success factor.

### **Our ideal candidate has**

- A college level degree
- A minimum 5 years' experience in a similar position
- Knowledge of professional horticulture (knowledge of potting soil and substrates is a plus)
- Technical cultivation knowledge about fruit and vegetables
- The tenacity based on creativity, innovation and positivity
- A flexible and service mentality (hands-on), without losing sight of the core tasks
- The willingness to travel frequently
- The capability to be proactive and operates independently, while also being a team player
- Good command of the Spanish & English language, spoken and written

Are you the Area Sales Manager who is thorough, commercial, positive and independent and do you recognise yourself in the above profile? Then we cordially invite you to respond.

### **We offer**

Van der Knaap Group offers you a challenging, varied and independent function with good working conditions in a dynamic, growing organisation.

### **Job applications**

If you are interested in above function, then you can respond in writing by sending a motivation and CV to: [HR@vanderknaap.info](mailto:HR@vanderknaap.info). For more information about this job, please contact Olaf Meyer via e-mail: [olafmeyer@vanderknaap.info](mailto:olafmeyer@vanderknaap.info)

*Acquisition in response to this advert is not appreciated.*