



Finding the spot that makes it work for people

10.1 Could you be the person for this?



**Sales Representative
South England**

RKW is one of Europe's leading professional importers and distributors of branded electrical appliances and outdoor living goods, the official European distributor for 'Scribble' leisure goods and the official worldwide distributor of 'Signature' branded electrical appliances

The range consists of over 800 items offering innovative and exclusive design, quality products at competitive pricing. Combined with our high quality service levels presenting a perfect one-stop-shop trading partner for all outdoor living and leisure outlets.

To further strengthen our sales force we are seeking a representative for the South of England for the Outdoor Leisure Range who has strong connections in the garden centre and independent DIY/ Hardware sector.

A competitive remuneration package is available to the right candidate including a fully expensed company car.



Interested parties should telephone Nigel Moulton 08448 289 361 or e-mail their applications/ CV to nigel.moulton@rkwltd.com or write to Nigel Moulton, RKW Leisure, Link House, Bute Street, Fenton, Stoke-on-Trent, Staffordshire, ST4 3PR. Alternatively please contact Neil Gow at GIMA on Tel: 0121 446 5213 or E-Mail: info@gima.org.uk

10.2 A New Member of GIMA is looking for an individual who knows the market place.

A market leading brand, well established in different industries, is looking for new routes to market through the Garden Centre and DIY market. Are you well experienced in negotiating agreements and delivering into these markets for a well known brand and are you a self managing, entrepreneurial and driving force who is familiar with marketing techniques, supply chain and margin protection? Then please contact Neil Gow at GIMA for more information.

10.3 Motivated, Dedicated, Hard Working Sales Agent.

For 20 years I have worked in the Horticultural industry, both as a buyer and sales representative. I am currently looking for good principles to represent within my area.

- * Quality contacts both within independents and groups.
- * Passion for the Garden Centre Industry
- * Good communication skills on all levels.
- * Excellent negotiating skills from Group buyers to Shop Floor Staff
- * Regular call planning to cover all major accounts

I am currently covering the North of England (Cheshire, Lancashire, North Wales, Cumbria, North East, Yorkshire, Nottinghamshire and Derbyshire) and I am based in West Yorkshire.

Please feel free to contact me anytime to discuss further.

Chris Hilton Mobile: 07917 818861 Email: bluegeum@aol.com

10.4 A Driving Force for your Sales?

I have spent the last 4 years working within the garden trade, having begun my career working within FMCG sales. I live in Bristol, have my own car and hold a full UK driving licence. Therefore, I am seeking to employ my experience and contacts across the South West and South Wales in a sales capacity.

As an ambitious, highly motivated and sales orientated individual, I have a proven track record in exceeding sales targets and developing relationships with garden centres and key accounts. I will consider employed positions as well as commission only sales agent work.

Therefore, if you have any questions or want to discuss what value I can bring to your organisation, please do not hesitate to contact Neil Gow at GIMA neilgow@gima.org.uk in the first instance.

Full CV and references available upon request

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10.5 Business Opportunity:

A well connected GIMA Member company who operates in a comparatively upmarket leisure product range dealing with a number of the key players in the garden retail market, including groups and major independents, has some spare capacity.

If you have the need to extend your sales, order taking, warehouse or distribution facilities but don't have the backing from your bank, or don't feel now is the time to invest in increasing these facilities on your own then this could be ideal for you.

If you think this is something that could be of interest to you and help you develop your business while times are tough then please get in touch. A relationship like this will only work if the "chemistry" is there. So email Neil Gow neilgow@gima.org.uk today and we will see if there is potential. This is in complete confidence and without obligation.

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10.6 Are you looking for an experienced and self motivated Sales Professional?

And one with proven success in selling to Nurseries, Garden Centres, and Local Authorities?

With over 20 years experience in business sales Key Skills include:

- ✓ Effective communicator at all levels within organisations.
- ✓ Ability to build and develop strong working relationships at all levels within organisations.
- ✓ Well organised, with excellent Territory Planning skills.
- ✓ Good negotiator
- ✓ IT proficient in Microsoft Office and use of customer databases.

Currently based South West England, ideally located to cover South West, or Central Southern UK.

Please make initial contact via Neil Gow – neilgow@gima.org.uk

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10.7. Could I be the person you are looking for?

I have worked as a National Account Manager for one of the leading brands in the garden products industry for the past 3 years, but unfortunately have been made redundant. In that time I have been responsible for key accounts including Wyevale, Wilkinson, Klondyke, Dobbies, Costco and Co-op. I have skills and experience I can easily transfer to another company and I am happy to work at a variety of levels.

In the first instance please contact Neil Gow – neilgow@gima.org.uk

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Please note:

GIMA Spot is an informal "service" to members. Information given by GIMA is believed to be accurate but is offered as guidance only. GIMA will not be liable for any loss, howsoever arising as a result of misinformation.