



## Finding the spot that makes it work for people

**A professional and highly organised individual offering creativity combined with common sense.** A confident communicator able to work independently, make decisions and follow things through. Has the ability to manage change and achieve commercial targets. Wishing to pursue his career in an environment where his organisational skills and interpersonal skills will make a positive contribution.

- With 17 years commercial business experience
- National Account Management experience handling horticultural and DIY brands with B&Q, Homebase, Focus (DIY) Ltd and Wilkinson.
- Product/Business Management looking after own brand horticultural products to National Accounts
- Product/Business Management selling branded horticultural goods into the garden centre market. Customers including Wyevale, Notcutts, Strikes Klondyke and Tillington
- Experienced in building business relationships with Wholesale Distributors such as Solus and Stax
- Previous GIMA Council Member

Should this experience be of interest to you in the first instance please contact Neil Gow at GIMA. [neilgow@gim.org.uk](mailto:neilgow@gim.org.uk)

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### **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](mailto:bluegeum@aol.com)**

### **Does your business need a man like this?**

A results-oriented consumer durables sales & marketing manager with pan-European experience, specialising in the garden & DIY sectors. Selling to a diverse customer base, from garden centres to mail order catalogues, both independent and multiples, UK and overseas.

Main recent achievements:

- ✓ Increased sales by 127% overall (including 73% increase in UK sales)
- ✓ Managed the company's exit from sales agencies and recruited and managed the company's own sales team
- ✓ Won new business and managed key accounts such as Wyevale, Dobbies, Tillington Group and The National Trust
- ✓ Recruited the company's first Eurozone distributors and new US distributors
- ✓ Developed additional new business in the mail order catalogue sector in the UK, USA and Germany
- ✓ Runner-up in Gardenex Exporter of the Year in 2007 & 2008.
- ✓ Short-listed for Achievement of the Year in the Franco-British 2007 awards.

If you do then contact Neil Gow ([neilgow@gima.org.uk](mailto:neilgow@gima.org.uk)) at GIMA today

MA

### **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](mailto:neilgow@gima.org.uk) in the first instance.

Full CV and references available upon request

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### **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](mailto:neilgow@gima.org.uk) today and we will see if there is potential. This is in complete confidence and without obligation.

MGM

### **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](mailto:neilgow@gima.org.uk)

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### **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](mailto:neilgow@gima.org.uk)

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### **Please note:**

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