



## MANAGER SALES HORTICULTURE EUROPE

Lead by example and grow your team of accountmanagers, in order to expand our business and innovative solutions throughout Europe

- > **Contribute to a more sustainable world**
- > **Grow a team of accountmanagers by leading by example**
- > **Be part of a growing family business**
- > **Expand our services throughout Europe**

It is Priva's mission to create an optimal environment in which both plants and people can work, grow and develop. We offer global solutions for horticulture, building automation and everything in between. We are leading in the development and production of technology for optimizing environmental conditions and processes.

Our ambition is to be known as the leading technology and service provider for sustainable urban deltas. We are proud that our solutions result in a lower consumption of natural resources, such as energy and water. To fulfil our mission and ambition, we are looking for dedicated colleagues.

### **Your future ecosystem**

Priva is a leading company in the Horticultural business world wide. With customers and prospects all over the world. The sales department is divided in multiple regions: America, Europe and Middle East, Asia, Oceania/India/Africa.

This vacancy is for our Europe and Middle East region. You will be responsible for our European region, where you lead and develop your team of (key) account managers.

Your ecosystem will be our beautiful Campus, but you will also travel on a regular basis. About 30% of

your time, you will be in different countries in Europe to expand and strengthen our business.

### **How you add value**

As the Sales Manager, you are responsible for a team of dedicated (key) account managers. You manage and develop your team by leading by example. You have a strong strategic and interpersonal overview of the market and your team. Also, you will help and guide us towards setting up Key Accountmanagership.

Part of leading by example is actively developing a geographical region with (key)accounts, partners, and other stakeholders. You will be responsible for our own portfolio with current partners that are high value or have high growth potential. You are able to speak in depth about horticulture as a sector and greenhouses as a business model by sparring on CEO level. You lead collaboration with internal Priva teams and external consultants, with the goal to successfully deliver complex projects that help our partners towards growth in their business. By doing this, you expand our relationship with them to a long-term valued business partner.

You will keep our partners up to date on the latest trends and developments. With our partners, you develop a knowledge based relationship where Priva is seen as an leading partner in the sector, by showing how we can help them in a consultative way. You do this by laying down a growth-strategy and by showing them the possibilities of the digital transformation, in which Priva is leading in the horticulture sector.

### **Who you are**

You are someone with strong interpersonal and organizational skills, combined with a healthy result-oriented sales personality. You are highly motivated to grow your team by inspiring them, foreseeing obstacles, identifying workarounds and you are able to rally teammates. Furthermore we will read your resume to find:

- At least 10 years working experience in B2B Sales;
- Proven experience in a leading role where you set up a clear sales strategy;
- Understanding of the Horticultural sector or the ability to understand new sectors;
- The ability to build relationships and level with different (technical) stakeholders within the decision-making process and consult, motivate and convince them about our solutions;
- Excellent negotiating skills;
- Experience in the technical sector is a plus;
- Fluency in Dutch and English. A third (European) language is preferred.

### **What you get**

In numbers:

- A gross salary based on your experience in the range of € 4.750,- and € 6.750,- based on 40 hours a week and variable income based on performance and personal development;
- We find a healthy work-life balance important: working flexible hours combined with 30 vacation days a year and the option to buy more;
- 8% holiday allowance;
- A mobility budget of € 950,-

For your own sustainability:

- Join our collective health insurance;
- Be secured with our pension plan;
- Feel engaged and join our participation plan;
- Keep on learning with your personal education possibilities and budget;
- Be happy and fit by using our healthy cafeteria, our free on-premises fitness where you can participate in Crossfit, Pilates and Spinning classes or play table tennis, futsal or air hockey.

Does all of this make you smile? Feel free to apply below or contact us for further information. We are keen to tell you more about us, our vision and future.

## IN A NUTSHELL

### Position

Manager Sales Horticulture Europe

### Department

Sales

### Level of education

Bachelor or equivalent

### Experience Level

Senior

### Contract Type

Fulltime - 40 hours

### Location

De Lier - The Netherlands

## QUESTIONS?

Feel free to contact me!

### Kevin Wouters

Recruiter



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## APPLY FOR THIS JOB

Fill in your personal details, and send us your motivation and CV. We will contact you soon!

First name

Last name

Email

Phone number

LinkedIn

Upload CV

Upload your motivation letter

Message

I agree that the personal data I have provided in this form may be processed in accordance with the Priva Privacy Policy.\* [Read our privacy](#)

[policy here](#)

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