

## **Barters Farm Nurseries Ltd - An immediate vacancy for General Nursery Manager**

If this appeals to you, please send email with a CV and full contact details to [Nigel@Wearne.co.uk](mailto:Nigel@Wearne.co.uk) In the circumstances, if you are long-listed an initial interview will be by phone; if you are then short-listed there will be a Zoom, Facebook or WhatsApp interview – whichever is easiest for you. Site visits can be separately arranged as and when permitted.

**The position** is new as we need an experienced, hands-on General Nursery Manager to join the current team at a senior level. Applicants need significant breadth of horticultural experience from propagation & purchasing of young plants, through all aspects of husbandry, to customer delivery together with a confident manner in dealing with both trade and retail customers.

This is a genuine opportunity of a lifetime for someone who wants to make a difference by joining a well-established, family run nursery with retail plant centre where the current owners plan to retire after 37 years of ownership. They are working to secure succession for the business. Barters is a small but genuinely friendly company (evidenced by exceptionally low staff turnover) needing someone who wants to make a difference and possibly a long-term career move.

Barters reputation for propagating, growing and sourcing top quality plants together with efficient servicing of landscapers, garden centres and retail customers across the South of England is second to none - as shown by sales despite lockdowns this year. Brand Barters has built up thousands of loyal customers over the last 50 years that has underpinned revenue throughout the pandemic when visits to the site have been considerably restricted or non-existent! Average spend per retail customer since Christmas has been over £200 per customer.

This position will be filled by someone with proven practical horticultural skills, knowledge and qualifications combined with vision and ambition to capture the exciting opportunities that exist for Barters post the pandemic.

### ***Do you possess?***

- A passion for plants and customer service
- A breadth of experience and proven track record for plant husbandry, growing hardy ornamental nursery stock, from propagation and potting to growing specimen trees and shrubs, with all the necessary horticultural husbandry and quality control understanding for the complete life cycle of a wide range of plants – see our website [www.barters.co.uk](http://www.barters.co.uk)
- Commercial awareness and experience of planning and hitting targets. Able to focus on the bottom line as well as grow the plants.
- Managerial experience of team working and a positive leadership style.
- Strategic vision and enthusiasm to make things happen.
- Commitment to improve systems by the better use of technology, be it in production or information systems.

- Excellent communication skills when dealing with staff, customers, and other stakeholders.

### **Other Job Requirements**

IT skills – a given - especially Excel to a reasonably advanced level\*, other Office 365 applications and email. Happy to have Zoom or equivalent interview!

Clean driving licence.

Able to do some overtime and weekend working in spring and autumn busy seasons, either paid or taken as 'time off in lieu'.

\*Such as creating spreadsheets with formulae (for others to use), multiple sorts, filtering, pivot tables, and multiple linked sheets.

Experience in training staff

### **Good to have/practical skills**

Van driving experience, occasionally necessary because of extra delivery demands in spring and autumn

Fork Lift certificate

Spraying qualification (PA1/PA6) and a working knowledge of nursery irrigation.

Ability to identify and diagnose remedial action for plant pests and diseases.

Experience of Growmaster software and/or Sage or equivalent information systems used to manage budgets, data entry, reporting for stock control purposes, exports into Excel, etc.

Social media experience.

Evidence of continuing professional development during career to date.

### **Terms and conditions of employment**

Barthers is an equal opportunities company. Rate of pay will be assessed according to candidates' current level of pay, skills, qualifications, and experience to attract the best applicant for the job. Further details available at interview.

### **Recruitment process and other**

All applicants will receive an email reply. CV and covering email will result in a longlist, maximum of 10 candidates, to be reduced to shortlist of 3. We send out a standard application form if it is necessary to fill gaps not covered by a CV, to be returned before initial interview.

There will be a probationary period for this appointment to be agreed at interview stage.

Job offers are always subject to references, so please supply two with CV. They will not be contacted without prior agreement and after an offer has been made.