

Job Title: European Account Manager

Reports To: Director of European Business

Location: TBD

About the Role:

Due to continued growth and ambitious expansion plans, **Aquatrols** is seeking an experienced **European Account Manager** to strengthen our network with distribution partners across mainland Europe.

We are looking for a proactive, self-motivated professional with a strong agronomic background and proven commercial acumen. The successful applicant will work closely with our distributors and turf managers to drive account and revenue growth, provide technical support, and represent Aquatrols as the market leader in innovative turf management solutions.

This role offers extensive travel, a competitive salary and bonus scheme, a company vehicle, and excellent opportunities for career development.

Key Responsibilities

- Promote and represent the **Aquatrols** brand across the European turf market.
- Provide **technical support, training, and product expertise** to distributors and turf managers.
- Develop and execute **account plans** for key distribution partners, demonstrating a deep understanding of their market and business goals.
- Build and maintain **strong, long-term partnerships** with regional accounts.
- Create and implement **growth strategies** in collaboration with distributors.
- Prepare, monitor, and manage **accurate sales forecasts and budgets**.
- Collaborate with internal **technical, marketing, and product teams** to identify new opportunities.
- Deliver **exceptional customer service** to drive loyalty and repeat business.
- Represent Aquatrols at **industry events, trade shows, and sales meetings**.

Skills & Qualifications

- Minimum **2 years' experience** in a technical or sales role within the **turf industry** (preferred).
- Strong **agronomic knowledge** of sports turf and related sectors.
- Excellent **communication and presentation** skills.
- Proven **organisational and analytical** abilities, with confidence in interpreting reports and data.

- Eligible and willing to **travel extensively across Europe**.
- A self-starter with a **collaborative mindset** and commitment to excellence.

To Apply: Please send forwarding letter and a copy of your CV to hello@redmill-group.com