



Job Description

Name:

Job Title: Specification Sales Manager - IRE

Company: Moy Materials Ltd.

Reporting to: National Sales Manager

Location: Ireland

Created: 27/06/2024

Role Purpose:

The Specification Sales Manager will support the company in overseeing the maintenance and acceleration of sales growth in Ireland, with a focus on architectural clients. You will promote the complete range of company products to architects, design teams, and other key stakeholders involved in building projects. This role aims to grow regional revenue and market share, improve the win ratio of specifications, and maintain high standards of technical performance and feedback for product development.

Key Duties & Responsibilities:

- **Sales & Targets:**
 - Achieve regional sales targets and support the overall company targets through collaboration and information sharing with the sales team and business development.
- **Client Interaction & Support:**
 - Represent the company and interact with allocated key accounts, focusing on architects, design teams, and other stakeholders throughout the project cycle (new build and refurbishment).
 - Provide technical support and product presentations/demonstrations to architectural clients.
 - Identify, develop, and maintain positive relationships with key stakeholders, including architects and design managers.
- **Marketing & Product Promotion:**
 - Support the marketing of products through presentations, product literature, direct mail, and preparation/presentation of drawings.
 - Attend relevant sponsored events and conferences to represent the company and promote products.
- **Project Management:**
 - Ensure project lists and pipelines are updated according to business processes.
 - Assist Field Technicians with contentious projects, disputes, or warranty questions.
- **Communication & Collaboration:**
 - Attend sales meetings to report issues, developments, and research in



products/technologies that could enhance Moy's portfolio.

- Liaise with internal departments to enhance working relationships and improve service delivery.
- **Client Issue Resolution:**
 - Identify and solve client issues strategically and collaboratively, ensuring client satisfaction.
- **Compliance & Safety:**
 - Comply with all company policies and procedures.
 - Fulfil health, safety, and welfare requirements, reporting any issues or accidents immediately according to company policy.
- **Professional Development:**
 - Attend all meetings, site visits, conferences, and training courses as required.
 - Continuously seek professional development opportunities to stay updated with industry trends and best practices.

Ideal Candidate Will Possess:

- Experience in an architectural or design-focused role, preferably within the construction or building materials industry.
- Strong understanding of architectural processes and requirements.
- Excellent communication and presentation skills.
- Proven ability to develop and maintain relationships with architectural clients and key stakeholders.
- Strong organisational and time management skills.
- Ability to work independently and as part of a team.
- Proficiency with relevant software tools and applications.

Any other reasonable duties and responsibilities as maybe required.

This job description will be subject to review and in light of developments and/or changing circumstances may be altered to include other duties and responsibilities as may be directed by the Company to meet business needs.

I acknowledge receipt of this job description and understand that it is a guideline to my brief with Moy Materials Ltd.

Print Name

Signature

Date

Cathal Quinn

Managing Director

Cathal Quinn

Signature

Date