



External Sales Executive

About Us

Moss Electrical are one of the UK's largest independent electrical distributors with over 20,000+ product lines and £2.5 million stock holding in Dartford alone. From our beginnings in 1992, Moss Electrical set out with the long-term vision to become a UK leader in the distribution of Electrical Supplies. We service many of the UK's leading Electrical Contractors from 3 national distribution facilities in Dartford, Manchester and Bridgend, each carrying their own comprehensive stock profile.

About the Role

We are looking for a dynamic, driven and organised individual to join the Moss Electrical (NW) Co. Ltd team to generate sales and identify potential opportunities for company growth in Manchester and surrounding areas. As an experienced field sales executive, you will be responsible for achieving monthly sales targets and outstanding customer service.

This role will report directly to the Branch Manager and work closely with the internal sales team. You will be generating new business both on the phone and in face-to-face appointments, supported by focused marketing campaigns.

Main Duties

- Travel within sales territory to meet existing and potential clients
- Conduct calls and face-to-face meetings with customers daily
- Present, promote and sell products/services to existing and prospective customers
- Deliver outstanding customer service
- Promote and support marketing campaigns
- Build and maintain relationships with new and potential clients
- Maintain records of all sales leads and/or customer accounts (Via Smartsheet)
- Educate customers on how products and services can benefit their business
- Monitor the company's industry competitors, new products, and market conditions
- Identify market opportunities to ensure the growth of the business

Essential

- Previous sales experience, ideally in the Electrical sector
- Self-motivated
- Excellent communication skills, both written and verbal
- Relationship-building skills with the ability to liaise with stakeholders, both internal and external, at all levels

- The ability to manage shifting and sometimes conflicting priorities
- Creative-thinking and problem-solving skills
- Entrepreneurial mindset, with the drive to present new ideas and projects to improve the business
- Time management and project planning skills
- A keen interest in the electrical industry
- Full driving license

Salary: TBC

Benefits:

- Pension
- 20 days holiday (increasing to 25) plus bank holidays

Application

To apply, please send your CV (and an optional, short supporting statement) to marketing@mosselectrical.co.uk – no agencies, thank you.

Please note that we will close the opportunity early should we find the right candidate. Therefore, please do send your application through as soon as possible.