



## Job Description

**Position:** Key Account Executive – Ireland

**Location:** Ireland-based (flexible/remote) with occasional travel across EMEA

**Department:** Sales

**Reports to:** Group Head of Sales

**Employment Type:** Full-Time

## Company Overview

Moy is a global leader in the supply of high-performance rooftop waterproofing systems, with headquarters in the UK and Ireland. Our reputation is built on the delivery of innovative and long-lasting waterproofing solutions, combined with exceptional technical support. We serve a diverse portfolio of high-profile clients across the globe and are committed to maintaining our position at the forefront of this competitive industry.

## Job Summary

The Key Account Executive – Ireland will be responsible for driving sales growth, nurturing key relationships, and expanding Moy's presence in the Irish market. This role focuses on promoting Moy's comprehensive range of roofing systems and services to contractors, architects, specifiers, engineers, and developers. The successful candidate will serve as a trusted partner to roofing contractors, delivering exceptional service and ensuring projects meet the highest technical standards.

## Key Responsibilities

### Commercial & Account Management

- Achieve sales and profitability targets as agreed annually.
- Develop and maintain strong relationships with key customers through regular engagement and strategic account planning.
- Manage existing accounts while identifying and securing new business opportunities in Ireland.
- Act as a point of contact for Irish contractors, ensuring smooth communication and outstanding service delivery.



+353 1 463 3900



Columbia Mills, Sir John Rogerson's Quay, Dublin 2



info@moy.group



www.moy.group

- Work closely with the Group Head of Sales to align activities with wider business strategy.

#### **Project & Specification Management**

- Review new project opportunities and collaborate with the technical team to provide optimal Moy specifications.
- Coordinate with internal teams and external supply partners to deliver accurate, timely specifications.
- Maintain up-to-date records of project pipelines and sales activity to ensure visibility across the team.
- Compile and manage product requirements to support efficient quotation processes.

#### **Stakeholder & Market Engagement**

- Liaise with contractors to gather feedback and support technical handovers.
- Contribute to major infrastructure and data centre projects in Ireland in partnership with Moy's technical teams.
- Monitor and report on market trends, competitor activity, and emerging technologies to identify opportunities.

#### **Technical Support & Delivery**

- Support Field Technicians in resolving project queries and ensuring specifications are met on-site.
- Provide detailed project handovers to enable smooth installation and delivery.
- Assist in resolving disputes, warranty questions, or technical issues promptly and professionally.

#### **Reporting & Communication**

- Provide accurate weekly reports to management on performance, opportunities, and challenges.
- Participate in regular sales meetings, contributing updates and ideas for business growth.
- Represent Moy at trade shows, industry events, and customer meetings as required.



### **General Expectations**

- Ensure compliance with all company policies, procedures, and health & safety standards.
- Attend all required training, development sessions, and internal meetings.
- Carry out additional duties as required to support evolving business needs.

### **Experience & Qualifications**

#### **Experience:**

- 3+ years' experience in a client-facing sales or account management role within construction, building materials, or a technical project environment.
- Proven ability to manage multiple stakeholders and deliver complex projects successfully.
- Experience working with contractors, architects, and technical consultants in the Irish construction sector.

#### **Qualifications:**

- Degree in Business, Construction Management, Architecture, Engineering, or related discipline (preferred).
- Professional training or certification in account management or customer relationship management is advantageous.
- Full Irish/UK driving licence and valid passport for travel.

