

The Home of  
Yorkshire Tweeds

Abraham Moon have been creating fine woollen cloth from our base in Guiseley, Yorkshire, ever since our establishment in 1837. With over 180 years of proud British manufacturing and design heritage to our name, we're now one of Britain's last remaining vertical woollen mills.

We create our collections with a balance between innovative design & traditional craft, maintaining our position at the forefront of commercial trends with consistent high quality. Our passion for distinction remains as strong now as ever, carrying the message of what it truly means to be 'Made in Yorkshire'.

### Career opportunity

<b>Job Title</b>	<b>Northern Sales Executive (Moon &amp; Bronte by Moon)</b>
<b>Closing date</b>	<i>Open until removed from website</i>
<b>Job Description</b>	<p>Managing and developing a custom base that includes Interior Designers and retailers, home and gift stores, outdoor living stores, Furniture Manufacturers, and Contract customers, you will promote both our Moon woollen fabric collections and our Bronte by Moon throws to a variety of market sectors.</p> <p>The throws and fabrics are all stock supported which gives us the ability to sell to a wide variety of customers and react very quickly.</p> <p>All our throws and fabrics are manufactured at our fully vertical manufacturing site here in Guiseley, where we also have a stunning showroom facility on-site.</p> <p>With excellent people skills, you will be able to communicate effectively at all levels. To apply you will need to have the ability to manage your customer base, find and develop new opportunities to increase sales.</p> <p>Main area will be the North West &amp; North East of England, and with further opportunities to travel throughout the UK.</p> <p><b>Responsibilities will include:</b></p> <ul style="list-style-type: none"> <li>• Account development</li> <li>• Working to daily objectives</li> <li>• Face to face influencing</li> <li>• Attending all furnishing and gift shows within UK</li> <li>• Running open days at the mill with support from Sales Manager</li> <li>• Selling to interior designers, home &amp; gift stores, furniture makers, specifiers and the contract furnishing market.</li> <li>• Finding new opportunities.</li> <li>• Feeding back on market trends to the sales, design and marketing teams.</li> <li>• Field based</li> </ul>

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Company Reg. No: 163364 VAT Reg No: GB 886 7604 68 Directors: JPT Walsh (Chairman & Managing Director) L. Brophy, M. Aveyard, J. Pickles, J Coates, T Durant

**www.moons.co.uk**

	<p><b>For this Sales position, we are looking for individuals who meet the following criteria:</b></p> <ul style="list-style-type: none"> <li>• Sales experience (essential)</li> <li>• Energetic and enthusiastic</li> <li>• Strong influencing skills</li> <li>• Target focused</li> <li>• People skills</li> <li>• Highly self-motivated and self-disciplined</li> <li>• Smart and Professional</li> <li>• Organized and reliable</li> <li>• Committed to travelling and staying away from home (UK predominantly)</li> <li>• Knowledge of interiors and home furnishings (desirable)</li> </ul>
<p><b>How to Apply</b></p>	<p>Send your Curriculum Vitae with a covering letter, quoting the job title to:-</p> <p>HR Department  Abraham Moon &amp; Sons Ltd  Netherfield Mills  Guiseley  Leeds  West Yorkshire  LS20 9PA</p> <p>Alternatively email <a href="mailto:careers@moons.co.uk">careers@moons.co.uk</a></p> <p><i>No Agencies Thank you</i></p>