

Role Profile: CEO Designate

Organisation: Electrical Distributors' Association (EDA)

Location: London (Tower Hill / Hybrid)

Reporting to: EDA President and Board of Directors

Tenure: Full-time

The Opportunity

This is a rare opportunity to lead one of the most respected organisations in the UK's electrotechnical supply chain.

Following a highly successful 12-year tenure by the current CEO, the EDA is seeking a **CEO Designate** to lead the Association into its next phase of development and opportunity.

The EDA sits at the heart of the sector, supporting its members through industry-leading training and education, market insight, digital innovation through EDATA and ETIM, and a strong, connected business community.

You will inherit a financially robust organisation with:

- 260 wholesaler members
- 130 affiliated member companies
- A highly regarded, award-winning team of subject-matter experts

This role includes a structured CEO Designate transition period, offering the opportunity to work alongside the outgoing CEO to ensure continuity, knowledge transfer, and long-term strategic alignment.

Key Responsibilities

Strategic Leadership & Governance

- **Set Direction:** Define and deliver the next phase of the EDA's strategy, ensuring continued relevance and leadership within the sector
- **Full P&L Accountability:** Overall responsibility for the financial, commercial, and operational performance of the EDA and its subsidiaries
- **Board Engagement:** Act as the principal interface with the President and Board, providing clear reporting, insight, and strategic direction

Membership & Value Creation

- **Grow and Retain Membership:** Strengthen engagement and expand the membership base across both wholesalers and affiliates
- **Enhance Proposition:** Continuously evolve the EDA's offering to deliver clear, measurable value to members through training and education, digital data services (EDATA), industry insight, and publications
- **Deliver Market-Leading Events:** Oversee a programme of high-quality events that reinforce the EDA's central role in the industry

Industry

- **Industry Representation & Relationships:** Act as a credible and visible representative of the sector, building strong relationships across the supply chain, trade bodies, and the wider construction industry
-

The Ideal Candidate

We are seeking a leader who combines strong industry understanding with commercial and strategic capability.

Professional Experience

- **Industry Expertise:** Strong understanding of the UK electrical sector and its supply chain dynamics
- **Leadership Track Record:** Proven experience in a senior leadership role with P&L responsibility
- **Commercial Mindset:** Demonstrable success in growing revenue streams across services, events, data, or education

Personal Attributes

- **The Communicator:** A confident and credible communicator, comfortable engaging at Board level and across the membership, with the ability to bring people together and build consensus
 - **The Connector:** Strong relationships across the industry, with the ability to connect different parts of the supply chain
 - **The Visionary:** A leader who can identify and respond to key trends shaping the sector, including digitalisation, data standardisation, and wider market developments
-

What We Offer

- **Executive Reward Package:** Competitive salary, performance incentives, and benefits
- **Structured Transition:** A unique CEO Designate period alongside a long-standing and highly respected CEO
- **Sector Impact:** A genuine opportunity to shape the future of a critical UK industry at a time of significant change and electrification

How to Apply

If you have the experience and ambition to lead the EDA, we would welcome your application.

Please submit your CV and a covering letter in confidence to|:
Recruitment@eda.org.uk

All applications will be treated in the strictest confidence.