

GRADUATE POSTION –Internal Sales Engineer HVAC

Responsibilities

- ❖ Shadow Engineers and Account Managers & Develop product knowledge technical abilities to advise and select products for client projects.
- ❖ Interact with consultant engineers in supporting them designing their projects.
- ❖ Promote Entropic’s systems in line with Company’s ethos and vision
- ❖ Lead Projects through the tender process and interact with mechanical contractors to generate sales.
- ❖ Ensure Continuous Professional Development and keep track of the latest estimating technology and industry related techniques.
- ❖ Responsibility to incorporate all aspects of the Entropic’s values and behaviours in the fulfilment of your role.

Essential Skills

- ❖ 1- 2 years HVAC experience an advantage.
- ❖ Good proposal writing and oral presentation skills.
- ❖ Strong analytical & problem solving skills and meticulousness attention to detail.
- ❖ Good organisation and planning skills
- ❖ Ability to present CPD presentations on our products to prospective clients & consulting engineers.
- ❖ Demonstrate assertive skills when necessary
- ❖ Can do attitude and resilient.
- ❖ Strong Customer focus in all interactions.
- ❖ Self contained and the ability to work alone at times on assignments.
- ❖ Advanced IT skills and demonstrable competency with software such as AutoCAD BIM, and ability to use various supplier selections software.
- ❖ Ability to interpret information on product data sheets & communicate this information correctly to various stakeholders throughout the sales process.
- ❖ Strong ability to collaborate with Project Teams and stakeholders.
- ❖ Ability to travel extensively and perform site visits.
- ❖ Ability to closely collaborate with other project teams and stakeholders.
- ❖ Key focus on business growth and client relationships.
- ❖ The ability to communicate at all levels , including the ability to influence senior stakeholders.
- ❖ EU. Work Permit & driving license.
- ❖ Relevant Mechanical Engineering or Building Service degree preferred.(or equivalent).

KPI’s /Objectives

- ❖ Achievement of Performance Goals.
- ❖ Projects on time and within budget.
- ❖ Work within Heath & Safety guidelines at all times.
- ❖ Build organisational capability through measurement with key metrics that have been identified.