



Role:	Business Development and Key Account Manager
Reports to:	Managing Director
Remuneration:	€Negotiable
The company	<p>Entropic</p> <p>A leader in the design and delivery of high-quality HVAC equipment and systems internationally. Specialist sectors include Pharmaceutical facilities, Data Centres, Healthcare projects and LEED Platinum or BREEAM Excellent office buildings throughout Europe.</p> <p>Since our foundation 20 years ago, we have grown steadily, now as we scale and accelerate our growth, we require a Business Development and Key Account Manager to join our team of passionate and experienced professionals and help advance our progress as a trusted, integrated HVAC technology partner rapidly delivering high quality, low carbon, prefabricated solutions and adding value for our customers.</p>
The role	<p>The role requires delivery of business through your own existing market knowledge and trusted relationships by relying on the existing high quality products, reputation, capacity and support of Entropic.</p> <p>This is an exciting opportunity, in a senior position, to accelerate the growth of an established business in a buoyant market.</p>
Responsibilities and fundamentals of the job:	<ul style="list-style-type: none"> ▪ To develop business and secure orders <u>directly</u> with end user clients including Google, Microsoft, Apple, Amazon and Facebook ▪ Help your customers achieve their goals by using the available high-quality manufacturing capacity and technology available from Entropic ▪ To communicate the capabilities and capacity of Entropic to rapidly deliver prefabricated equipment and reduce time and risks onsite ▪ To offer lower energy and lower polluting solutions when appropriate and cost effective ▪ To always have a long-term and strategic view towards business growth and client relationships ▪ To build, maintain, nurture and develop trust relationships with major clients and key accounts in accord with a good ethical corporate environment ▪ To achieve monetary volume and margin targets ▪ To strategically develop a pipeline of new business opportunities in the key sectors through both new and existing contacts ▪ Understand client issues and challenges, positioning our portfolio offering to provide best in class solutions in response ▪ Managing a complex sales cycle, including contract and commercial negotiations ▪ Be a team player in working with technical colleagues and colleagues generally to help maximise the company's success

Person Specification Behavioural parts of the job:	<ul style="list-style-type: none">▪ A proven track record (5+ years) of Business Relationship Management and Sales▪ An experienced industry figure with drive, ambition, established reputation and aptitude to grow the business particularly in the hyperscale data centre sector▪ Degree in Engineering, Sales, Marketing, Strategy, MBA or similar▪ Demonstrated sound commercial judgement analytical skills and market awareness▪ Excellent organisational, planning, time management and delivery skills▪ Exceptional communication and interpersonal skills▪ Willingness to attend client meetings, events and trade shows both in Ireland and occasionally throughout Europe▪ A passion for working in a company environment where industry and product leadership are a 'given'▪ Enthusiasm and drive to achieve growth▪ Entrepreneurial skills and foresight to grow steady, long-term business
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