



<b>Role:</b>	<b>Technical Sales UK</b>
<b>Reports to:</b>	Managing Director
<b>Remuneration:</b>	Negotiable basic + commission
<b>The company</b>	<p><b>Entropic</b></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 in Ireland, the UK and 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 <b>Technical Sales person</b> based in our newly established London office, 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>
<b>The role</b>	<p>This is a technical sales role, operating with the full support of the Entropic technical team. The role requires delivery of business through a combination of current Entropic &amp; Halton clients and your own trusted relationships. With your market knowledge you will be able to rely on the existing high quality products, reputation, capacity and support of Entropic to develop new business opportunities across a range of large commercial project types.</p> <p>This is an exciting opportunity, in a senior position, to accelerate the growth of an established business in a new market. The primary product areas will be AHUs, fan coil units, chilled beams, fire dampers, fire damper controls, diffusers, air flow control dampers including VAV dampers.</p>
<b>Responsibilities and fundamentals of the job:</b>	<ul style="list-style-type: none"> <li>▪ To develop business relationships and secure specifications and orders with end user clients and professional consultants</li> <li>▪ Help your customers achieve their goals by using the available high-quality manufacturing capacity and technology available from Entropic</li> <li>▪ To communicate the capabilities and capacity of Entropic to rapidly deliver prefabricated equipment and reduce time and risks onsite</li> <li>▪ To offer lower energy and lower polluting solutions when appropriate and cost effective</li> <li>▪ To always have a long-term and strategic view towards business growth and client relationships</li> <li>▪ To build, maintain, nurture and develop trust relationships with major clients and key accounts in accord with a good ethical corporate environment</li> <li>▪ To achieve monetary volume and margin targets</li> <li>▪ To strategically develop a pipeline of new business opportunities in the key sectors through both new and existing contacts</li> <li>▪ Understand client issues and challenges, positioning our portfolio offering to provide best in class solutions in response</li> <li>▪ Managing a complex sales cycle, including contract and commercial negotiations</li> </ul>

	<ul style="list-style-type: none"> <li>▪ Be a team player in working with technical colleagues and colleagues generally to help maximise the company's success</li> </ul>
<p><b>Person Specification</b></p> <p><b>Behavioural parts of the job:</b></p>	<ul style="list-style-type: none"> <li>▪ 3+ years experience in Sales and Account Management in the Engineering or Construction sector</li> <li>▪ An ability to close large projects and sell the whole package of Entropic products on each project</li> <li>▪ Drive, ambition, an established network of contacts and aptitude to grow the business across all sectors</li> <li>▪ Degree in Engineering, Sales, Marketing or similar</li> <li>▪ Demonstrated sound commercial judgement analytical skills and market awareness</li> <li>▪ Excellent organisational, planning, time management and delivery skills</li> <li>▪ Exceptional communication and interpersonal skills</li> <li>▪ Willingness to attend client meetings, events and trade shows throughout the UK and occasionally in Ireland and mainland Europe</li> <li>▪ A passion for working in a company environment where industry and product leadership are a 'given'</li> <li>▪ Enthusiasm and drive to achieve growth</li> <li>▪ Entrepreneurial skills and foresight to grow steady, long-term business</li> </ul>