



## WE ARE HIRING

Entropic has established a reputation over 20 years for supplying high-quality commercial HVAC systems and ventilation products internationally. We assist end-users, designers, and installers with HVAC design, while focusing on safety, sustainability, compliance and best practice. This is an exciting time to join Entropic based in Maynooth with major business growth in Ireland and Europe.

Due to business growth , we are now expanding and have vacancies in the following job roles:

### **Senior Technical Engineers (Ref: Job role 2) (Qualified Engineers 10 years plus experience in HVAC). (Mechanical Engineering or Building Services Engineering degree). (Permanent).**

- ❖ Design HVAC systems & combinations of products that will bring value added to projects.
- ❖ Provide HVAC systems advice to Consulting Engineers and Mechanical Contractors and select and price various products for inclusion in large scale commercial projects.
- ❖ Research building construction documents and analysis specifications to determine the total cost of equipment ,freight, sundry parts & labour to comply with project specifications and determine appropriate margins to complete quotations.
- ❖ Determine cost estimate targets during the design and development costs recommending sustainable cost-effective solutions.
- ❖ Preparing estimates for planning, organising & scheduling project work.
- ❖ Collect and analyse data in order to estimate costs associated with sourcing product and investigate and identify cost reduction opportunities through cost analysis review.
- ❖ Mentor , lead ,train and develop your direct report engineers.

Detailed Job profile available. [recruitment@entropic.ie](mailto:recruitment@entropic.ie)

**Engineers/Estimators (Ref : Job role 3). (Qualified Engineers 3 years plus HVAC experience).(Mechanical Engineering or Building Services Engineering degree). (Permanent).**

- ❖ Design HVAC systems & combinations of products that will bring value added to projects.
- ❖ Provide HVAC systems advice to Consulting Engineers and Mechanical Contractors and select and price various products for inclusion in large scale commercial projects.
- ❖ Research building construction documents and analysis specifications to determine the total cost of equipment ,freight, sundry parts & labour to comply with project specifications and determine appropriate margins to complete quotations.
- ❖ Determine cost estimate targets during the design and development costs recommending sustainable cost-effective solutions.
- ❖ Preparing estimates for planning, organising & scheduling project work.
- ❖ Collect and analyse data in order to estimate costs associated with sourcing product and investigate and identify cost reduction opportunities through cost analysis review.

**Detailed Job profile available.**

**National & UK Sales Manager (Ref: job role 4) (Qualified Engineer with 3 years plus sales experience). (Mechanical Engineering or Building Services Engineering degree. (Permanent).**

- ❖ Build , maintain, nurture, and develop trust relationships with major clients and key accounts.
- ❖ Managing the sales cycle, including contract and commercial negotiations with major clients and key accounts.
- ❖ High awareness of client issues and challenges in their sector & position our portfolio offering to provide best in class solutions in response.
- ❖ Target and increase business in the Hyperscale Data Centre sector by delivering AHUs, louvres, dampers, fire dampers and fire damper controls to your existing and new contacts.
- ❖ Develop a pipeline of new business opportunities and secure orders in the key sectors including Big Tech through new and existing contacts.
- ❖ Document and report on monthly/quarterly/annual sales performance against goals & targets and deliver on all agreed performance goals for all sectors.

Detailed Job profile available. [recruitment@entropic.ie](mailto:recruitment@entropic.ie)

**Senior HVAC Service Technicians- (Ref: job role 5). (5 years plus HVAC experience in Lead field HVAC service Role). (Permanent).**

- ❖ Lead all aspects of the HVAC Service including the scheduling of work .
- ❖ Maximise opportunities to increase profitability and efficiencies and decrease downtime within the HVAC Service.
- ❖ Build the HVAC Service by securing new business contracts.
- ❖ Responsibility for the maintenance , repair, and commissioning of full range of HVAC equipment.
- ❖ Ensure Continuous Professional Development, mentor & train direct reports.

Detailed Job profile available. [recruitment@entropic.ie](mailto:recruitment@entropic.ie)

**HVAC Service Technicians. (Ref: Job role 6). (2 years plus HVAC experience in field service role). (Permanent).**

- ❖ Carry out assignments in line with, statutory & legislative requirements, Health & safety requirements, appliance standards & codes of practice
- ❖ Responsibility for the maintenance , repair, and commissioning of full range of HVAC equipment.
- ❖ Deliver great service to customers whilst working on equipment. E.g., Air Handling Units, chillers, kitchen extract canopies, fire dampers and controls.
- ❖ Ensure all customer equipment is in perfect working order , efficient and effective.
- ❖ Travel within Leinster region to collect parts etc.
- ❖ Responsibility for Ireland and international (one week in four ) installation and servicing of HVAC equipment.

Detailed Job profile available. [recruitment@entropic.ie](mailto:recruitment@entropic.ie)

**International Business Development & Key Account Manager. (Ref: Job role 7) (5 years plus experience and degree in Mechanical / Building Services engineering or Business degree).**

**(Permanent).**

- ❖ Advise all Clients to maximise opportunities for energy efficiencies in line with the Entropic mission statement.
- ❖ Build , maintain, nurture, and develop trust relationships with major clients and key accounts.
- ❖ Managing the sales cycle, including contract and commercial negotiations with major clients and key accounts.
- ❖ High awareness of client issues and challenges in their sector & position our portfolio offering to provide best in class solutions in response.
- ❖ Target and increase business in the Hyperscale Data Centre sector by delivering AHUs, louvres, dampers, fire dampers and fire damper controls to your existing and new contacts.
- ❖ Develop a pipeline of new business opportunities and secure orders in the key sectors including Big Tech through new and existing contacts.

**Detailed Job profile available. [recruitment@entropic.ie](mailto:recruitment@entropic.ie)**

**Graduate Positions ( HVAC ) Mechanical Engineering or Building Services Engineering degree). (Ref job role 8).**

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.

**Detailed Job profile available. [recruitment@entropic.ie](mailto:recruitment@entropic.ie)**

**Business Development & Key Account Manager. (3 years plus in Sales and Account Management in Engineering Sector). Degree in Engineering, Sales or Marketing. (Ref: Job Role 9) .**

- ❖ Build , maintain, nurture, and develop trust relationships with major clients and key accounts.
- ❖ Managing the sales cycle, including contract and commercial negotiations with major clients and key accounts.
- ❖ High awareness of client issues and challenges in their sector & position our portfolio offering to provide best in class solutions in response.
- ❖ Target and increase business in the Hyperscale Data Centre sector by delivering AHUs, louvres, dampers, fire dampers and fire damper controls to your existing and new contacts.
- ❖ Develop a pipeline of new business opportunities and secure orders in the key sectors including Big Tech through new and existing contacts.
- ❖ Deliver on all agreed performance goals for all sectors.
- ❖ Provide solutions for clients by using the available manufacturing capacity and technology available from Entropic.

Detailed Job profile available. [recruitment@entropic.ie](mailto:recruitment@entropic.ie)

**We have attractive salary and benefits package including the following:**

- Permanent Roles
- Competitive Salaries

- Attractive Benefit package
- Mentoring programme with senior management
- Progressive employee focused Performance Management system with regular feedback on a quarterly basis.
- Regular structured in house CPD programme
- Individual learning & Development .
- Career Progression opportunities.
- Opportunities for blended working
- Opportunities for International assignments
- Recognition Programme.

### Where to apply

If you are interested in applying for any of our programme, contact at us on [recruitment@entropic.ie](mailto:recruitment@entropic.ie) with CV attached before 15<sup>th</sup> September 2021. We will be more than happy to answer any questions you may have. **Detailed Job profiles for each role available.**

Follow us on



And [www.entropic.ie](http://www.entropic.ie)