



**Role:** Large I&C Sales Engineer

**Area:** Gas Networks Ireland

**Sub-Area:** Commercial

**Location:** Cork/Dublin

**Duration:** Permanent    **Salary:** Competitive    **Ref:** GNI123

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Ervia is a commercial semi-state company which provides strategic national gas and water infrastructure and services in Ireland. Through our regulated business, Gas Networks Ireland, we build and operate one of the most modern and safe gas networks in the world. In 2014, we took responsibility for the operation and maintenance of Ireland's water and wastewater assets through our other regulated business Irish Water. Ervia directly employs over 1,600 people who deliver services to 1.6 million customers daily. We are guardians of the national assets and experts in our field. Our infrastructure supports economic and social development, protects the environment and enhances the health and quality of life of the Irish people. Gas Networks (GNI) Ireland is the business division of Ervia that owns, builds and maintains the natural gas network in Ireland and connects all customers to the gas network. Gas Networks Ireland is committed to growth, innovation and sustainability.

The Commercial function within Gas Networks Ireland is responsible for developing and implementing the commercial strategies of the Gas Networks and Aurora Telecom businesses to ensure sustainable growth into the future. The department is dedicated to maximising the potential of the existing network while seeking opportunities to expand and diversify into new areas through research and innovation including the development of Renewable Gas and Compressed Natural Gas (CNG) in Transport.

#### **The Role:**

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The Commercial function within Gas Networks Ireland is responsible for developing and implementing the commercial strategies of the Gas Networks and Aurora Telecom businesses to ensure sustainable growth into the future. The commercial team is focused on increasing demand by maximising the potential of the existing networks while seeking opportunities to expand and diversify into new areas through research and innovation.

The Commercial Sales Team is responsible for connecting all new I&C customers to the natural gas network, growing the number of I&C businesses burning natural gas and increasing the throughput of natural gas through the existing network. The Large Industrial and Commercial (Large I&C) sector includes any business consuming more than 1,000,000 kWh (1 GWh) of fuel per annum and is a critically important target sector for GNI in its future growth plans.

Reporting to the Commercial Connections Sales Manager, the Large I&C Sales Representative will be responsible for negotiating and securing new natural gas connection orders from Large I&C prospects within his/her assigned territory. The role will primarily involve identification and conversion of new connection and equipment upgrade prospects at new and existing Industrial & Commercial sites, with focus on large energy users with an annual demand for more than 1,000,000 kWh (1 GWh).

#### **Key Accountabilities and Responsibilities:**

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- Proactively and aggressively uncover new connection opportunities within medium to large energy users (greater than 1,000,000 kWh per annum energy usage).
- Identify opportunities within existing customer base for increasing the natural gas usage through selling the use of new technologies (e.g. CHP, CNG, Absorption Chillers, etc).
- Convert these opportunities into orders through proven sales techniques (strategic and tactical).

- Demonstrate strong technical selling, with new technology a large focus to securing new connections or increased demand from existing customers (e.g. Combined Heat & Power, Gas-Fired Heat Pumps, High Efficiency Condensing Boilers, Heat Recovery systems etc).
- Prepare for and execute best-in-class customer face-to-face meetings in accordance with the GNI Customer Sales Process.
- Closely manage the Sales Funnel to ensure that all opportunities are rated and progress through the system from initial enquiry to order.
- Develop key relationships with specifiers, builders, local authority officials, government agencies & commercial end users.
- Develop extensive knowledge of all large DM prospects and maintain awareness of new developments taking place through the planning files process.
- Develop a clear and accurate list of all significant Industrial and Commercial opportunities e.g. Manufacturing facilities.
- Efficiently and effectively use GNI IT systems (Microsoft Dynamics CRM, Maximo, FAAR) to ensure detailed information is logged for each contact.
- Engage closely with the BusinessLink team and the GNI Back-Office Sales team.
- Document every customer interaction with post-meeting letters and system updates to ensure all communications are traceable.
- Attend weekly meetings and report on activities and planned initiatives to identify further proactive opportunities
- Other duties as required from time to time.

#### **Knowledge, Skills and Experience:**

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- Third Level Degree in Engineering or equivalent qualification and a minimum of 5 years sales experience
- Strong technical competence in natural gas technologies with an in depth understanding of meeting the Near Zero Energy Building (NZEB) regulations for Industrial & Commercial premises using natural gas
- Excellent presentation skills essential
- Good understanding of business plans and commercial paybacks
- Business writing skills critical
- Strong inter-personal and communication skills
- Good working knowledge of Microsoft products e.g. Microsoft Word, Outlook, Excel and PowerPoint.
- Proven ability to create and develop good working relationships to facilitate the accomplishment of work goals, coupled with the ability to gain commitment from others
- Ability to set own high standards of performance and delivering desired results

**The closing date for receipt of applications for this vacancy is 17<sup>th</sup> September 2020**

Applications, including a current Curriculum Vitae should be emailed to: [recruit@ervia.ie](mailto:recruit@ervia.ie)

**\*Please include the Reference Number for this Role when making an application\***