

Position: Managing Director	Location: London - Hackney
<p>THE COMPANY</p> <p>Founded in 2014 in London, Entropea Labs is an innovative, market leading sustainable energy and technology start-up, which focuses on the development and optimisation of high efficiency and scalable heat to power systems. Entropea Labs technology can convert unused and wasted heat into renewable electricity from a number of heat sources including: Solar heat, biomass, industrial waste heat and Combustion Engines. Entropea Labs aims to be a leader in waste heat to energy for the commercial sector. Currently the company employs three staff.</p> <p>For more information visit: www.entropea.com</p>	
<p>THE OPPORTUNITY</p> <p>Entropea Labs is seeking an experienced and highly driven Managing Director to help the company launch its technology into the market.</p> <p>Duties & Responsibilities</p> <ul style="list-style-type: none"> • Develop company strategies and execute based on approved business plans • Finalise the pre-commercialisation phase of product development • Oversee the completion of two major government grants • Secure Equity Investments • Develop value proposition and sales pipeline to drive revenue and increase market share • Maximise sales opportunities by implementing customer, reseller and partnership business plans. • Engage with Government bodies to ensure tender and grant opportunities are properly presented <p>In addition the successful candidate will be an Executive on the Board and perform the role of Company Secretary:</p> <ul style="list-style-type: none"> • Preparation and filing of annual statement and annual accounts • Liaison with company accountants • Report to shareholders 	

SKILLS AND EXPERIENCE

- Experience in leading technology and engineering teams
- Experience in managing a business or business unit, including business planning, budgeting and financial reporting
- Familiar to the dynamic environment of a start-up
- Background in industrial sector involved in heat intensive processes
- 10+ years' experience in engineering and technology sector
- Experience in project management and use of project management software. Past experience on project managing government grants
- Ability to be strategic but also hands-on and confident
- Attention to detail, use logic and assumptions to overcome ambiguity and complexity to deliver practical solutions
- Excellent writing, presentation, and conversational skills
- Proven results in identifying, attracting, retaining, managing and leading talent
- Proven people management skills, priority setting, managing and coaching, developing strong collaborative culture
- Solidworks CAD and Matlab experience is a plus
- Proposal writing skills for tenders and grants

Reporting to:

Board of Entropea

Employment status

The successful candidate will become a full-time employee of Entropea and hold an executive position on the Board of the Company

Preferred Start Date

31st July 2018