

Edward Keating



Details

Edward Keating has been involved in Sales and General Management of Measurement Solutions for almost 35 years. Having studied to be an engineer initially Edward has in turn, through hard work, accelerated his career, achieving many positions, in Senior Management, demonstrating a level of entrepreneurial ability in founding, operating and managing his own Industrial Engineering business. Having worked with some of the leading Measurement Solutions in Ireland and UK like Hanley Controls, with high Integrity global manufacturers , such as SMC , Danfoss and Hach , and also developing close partnerships with Siemens, Simex, Palintest and Go-Systemelektronik,

Edward has developed many current leading edge skills and abilities that are valuable to any business. In Recent times Edward has been involved with small businesses on a volunteer basis offering coaching, marketing and management advice. Concept Solutions now offers his full experience and knowledge in a range of Instrumentation and Measurement customized solutions for Water, Waste Water and Industrial Water Applications.

Contact

Mobile:
087 9915926

email:
ekeating@conceptsolutions.ie

Address:
Concept Solutions
Unit 1 Ballyhemmon ,
Business Park,
Castlecomer,
County Kilkenny
R95 NF40

Experience.. A Brief History



General Manager (Current Position) Concept Solutions

Concept Solutions is a Measurement Solutions & Analytical , Sales and Service Company. We offer Sales and After Sales Support to our customers in the Water, Waste Water, Food & Dairy Industrial Sectors. It is our aim to provide excellence of service to our customers through combined partnerships with manufacturers of quality measurement equipment. We build these measurement devices into Water Quality Monitoring Stations and Discharge Analyser Stations.

2018-202X

Ireland Manager Sales and Service Hach Lange Limited

This position was responsible for development and management of the business in Ireland under the Hach brand for the Danaher Corporation. All areas were under the final approval of the Ireland Manager working with an International shared services, marketing, finance and engineering team to deliver innovative solutions to the Irish Water and Industrial Wastewater Market. Between 2014 and 2018 we increased revenues in the business by a compound 33%.

2014-2018

Managing Director Uisce Technology Limited

This Company was founded in 2004 , operated and grown during this time period, demonstrating successful strategic management capability. The growth and success was attributed to good human resource deployment, alignment with global partners like Siemens, Hach , MJK and others. The key single success factor was to operate with a high level of professionalism and a high degree of customer orientation.

2004-2013

Education and Background

Originally Studied for a Degree in Mechanical Engineering at Bolton Street College of Technology specializing in Industrial Instrumentation and later attending Henley University in UK to study Strategic and General Management. Since that time I have worked with leading Companies achieving my first senior management position at the age of 27 with Danfoss A/s and building on that to start my own business in 2004. I have since completed Diplomas in Web Design, Desktop publishing and numerous social media and marketing courses. During the last few years I have been working with many distribution companies mentoring , coaching and training their sales staff.

1990-2014

Experience System

