

New head of specification for EnviroVent

2 months ago



One of the UK's leading ventilation designers and manufacturers, [EnviroVent](#), has appointed Kate Blake as Head of Specification, as the company strengthens its offer and drives forward with ambitious plans in the new build sector.

In her new role, Kate will be responsible for leading EnviroVent's New Build Specification sales team, building strong relationships with housebuilders, developers, specifiers, M&E consultants and M&E contractors and driving growth in the specification of ventilation systems across the UK. Kate's responsibilities also include enhancing EnviroVent's new build strategy, supporting the specification sales team's growth and raising its brand profile with housebuilders.

Kate has over 20 years' experience in sales, business development and leadership within the construction sector, which has given her a broad network of contacts amongst consultants, M&E engineers, contractors and developers. Her background includes developing sales strategies, building a team, delivering CPDs and working across the social housing, construction and fire safety sectors. Her combination of technical sales, international business development and her own entrepreneurial experience in building a business means she brings an extensive set of skills to the position.

Kate Blake, Head of Specification at EnviroVent, explains: "I was attracted to this role because EnviroVent is a forward-thinking company renowned for its innovation, quality and commitment to sustainability. It is fantastic to be leading the specification sales team and I am excited about the challenge of helping to grow EnviroVent's brand profile with the new build sector and to drive further growth."

"Our main challenge is to get across to specifiers that EnviroVent offers extensive technical expertise, as well as compliance with Building Regulations and sustainable solutions. I plan to focus on education and engagement with specifiers and contractors, offering CPD training, excellent technical support and to

collaborate with M&E contractors and consultants to ensure they receive the best possible ventilation solutions.”

Kate manages a team of Area Sales Managers (ASMs) covering the whole of the UK. The ASMs work closely with house builders, developers, specifiers, consultants and M&E contractors in the area, building strong networks and helping to secure project specifications.

Ed Sims, Customer Experience Director at EnviroVent, explains: “We’re delighted to welcome Kate as Head of Specification. As we enter the next phase of our growth strategy, our specification team are at the forefront those plans, and Kate’s experience, skills and subject matter expertise puts us in an excellent position to deliver a strong return for EnviroVent and our wider group.”

EnviroVent is the UK’s leading manufacturer of low energy sustainable ventilation systems for the domestic new build market. The company provides housebuilders, developers, specifiers, M&E consultants, contractors and installers with exceptional technical support to meet Building Regulations and the Future Homes and Building Standard compliance.

EnviroVent offers a complete service solution, from providing detailed system design and quotations through to a first-class aftercare service. The company has an extensive product range, including MVHR, MEV and DMEV units, Passivhaus-compliant ventilation systems, PIV units, through to extractor fans.

To find out more about how EnviroVent is helping the new build sector to meet Building Regulations requirements, visit <https://www.envirovent.com/>