

# Laois Business

## IT firm Nostra acquires Enclave bringing its workforce to 200

A company led by a Laois man has made a new acquisition.

Nostra, one of Ireland's leading Managed I.T Service Providers which has its head office at Parkwest Business Park in Dublin, and an office in Laois, recently acquired Enclave, a specialist Managed Service Provider.

The acquisition is Nostra's fourth in the last five years and will see the company taking over all of Enclave's current managed service clients and staff.

Enclave employs 20 people who will now join the existing Nostra team while 10 new positions will be created, bringing the total Nostra head count to 200.

The 10 new positions will be available across business development, sales and marketing and IT engineering.

Recruitment for these

new roles has now commenced and applicants are invited to apply via the Nostra.ie website.

The deal was supported by Bank of Ireland who have worked with Nostra as a key partner since it was established 16 years ago.

Kevin O'Loughlin, CEO of Nostra MSP said, "We were impressed with Enclave's technical prowess, attention to detail and client retention which is testament to the company's professionalism and premier service levels. Enclave was established in 2004 and over that time has built a solid reputation as one of Ireland's foremost computer engineering companies.

"It has been leading the charge for digital transformation and is a Cyber Security market leader, both key attributes which are a

great fit for our growth strategy and prompted us to acquire the company."

He went on to say, "Our business is performing extremely well, and we have experienced exponential growth across all services and sectors.

"This is due to our technical expertise, and innovative approach to Managed I.T Services. Our customers are predominantly, CEO's and business owners who are focused on ensuring their day-to-day operations perform as they should. I.T networks, systems and cybersecurity are generally not something they have time to consider and that is where we step in.

"We strive to achieve the highest possible standards in customer service, it's not just about fixing problems but

also adding value and streamlining processes.

"Enclave is a great addition to the Nostra group and will see Nostra widen its services offering and team to enable continued growth".

An Enterprise Ireland client, Nostra is forecasting double digit growth in the next few years and is on course to reach a turnover of €30 million by the end of 2022 and €100 million over the next five years via organic growth and further acquisitions.

The company has recently undergone a complete rebrand and digital makeover and has invested over €500,000 in both a new premises and rebranding project.

The brand-new state of the art office in Parkwest was designed to allow for virtual working and or 'in office'

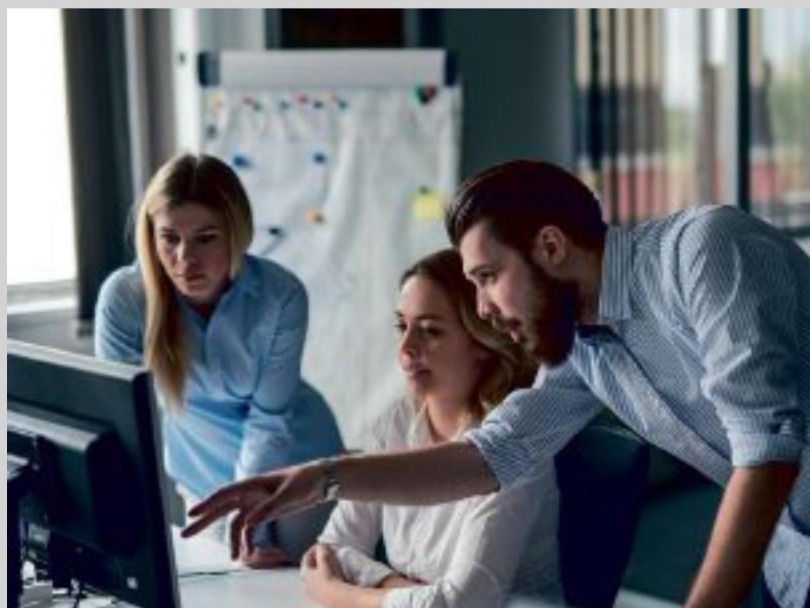


Kevin O'Loughlin, CEO

collaborations.

Nostra specialises in outsourced IT for over 280 companies with 600 offices supported in 18 countries around the world. Peter Hennessy, CEO of Enclave

will continue to work with the business and will focus on further developing and growing Nostra. Portwest, Oasis Group and Amryt Pharma are among some of Nostra's clients.



## Commercial Manager (Multimedia)

Competitive salary

Kildare

If you have management and supervisory experience in a media sales environment then one of the largest media companies in Ireland is looking for a leader to join their existing commercial team in their busy office in Kildare.

**About us:** Iconic Media Group, Ireland's biggest local digital and newspaper publisher, is rapidly developing its product portfolio and now publishes 20 weekly newspapers and 23 local news websites. It has a vast presence across the country. Every week, our newspapers reach over 400,000 readers and our websites are accessed by a further 3 million unique users.

As part of the group's development strategy, we are now seeking a Commercial Manager to lead the advertising sales team working on the Leinster Leader, our digital platforms Kildarenow.ie and Leinsterleader.ie and our group Sales Hub

**About the role:** As a Commercial Manager you will have proven sales ability to head up our commercial team across digital and print selling multimedia solutions across all of the platforms with a focus on digital and print advertising.

**About you:** The successful candidate will manage and personally lead the commercial team and our group Sales Hub across a portfolio of multimedia platforms whilst be responsible for the day to day performance

and the development of online and print marketing programmes for local business. Strong negotiation and closing skills as well as the ability to work well under pressure and maintain efficiency and accuracy are key attributes.

The right candidate will display an excellent understanding of media sales and the media market place, but not be defined by it, and most definitely be able to think outside its traditional parameters and sell creatively as well as cross platform.

Additionally, the right candidate will:

- Be able to build strong relationships with existing and potential clients
- Ensure all agreed sales targets are met, and our revenue potential is maximised through creative solutions
- Drive and develop new business
- Prepare and deliver sales presentations to new and existing clients to sell new advertising and increase existing business.

We offer a competitive salary and massive career progression for the right fit.

**To apply please email your CV with a covering letter to Olivia Cooper at [ocooper@iconicnewspapers.ie](mailto:ocooper@iconicnewspapers.ie)**

|                         |                        |                        |                          |
|-------------------------|------------------------|------------------------|--------------------------|
| <b>SHIRKAT Democrat</b> | <b>Tipperary Star</b>  | <b>Leinster Leader</b> | <b>Leinster Express</b>  |
| donegalive              | tipperarylive          | leinsterleader         | leinsterexpress          |
| <b>LIMERICK LEADER</b>  | <b>MIDLAND TRIBUNE</b> | <b>Democrat</b>        | <b>Longford Leader</b>   |
| limerickleader          | midlandtribune         | democrat               | longfordleader           |
| <b>Derry News</b>       | <b>Kilkenny People</b> | <b>The Nationalist</b> | <b>Tullamore Tribune</b> |
| derrynews               | kilkennypeople         | thenationalist         | tullamoretribune         |

**iconic**  
media group

STRICTLY NO AGENCIES