



EXPERT NEWS

Driving Growth, Supporting You

- a message from Paul Smith, Managing Director

As we head into Q4 of 2025, momentum continues to build for NIBE in the UK. With new team members joining our sales network and exciting additions to our product portfolio, we're strengthening the support we can offer you.

This edition of Expert News looks at the people and products driving that growth, along with key operational updates as we prepare for the busy winter months ahead.

Investing in our sales and technical support team

At NIBE, we know that strong customer support is about more than just great products – it's about the people behind them. That's why we've been investing heavily in growing our teams across the business.

Last year we invested in our sales teams with the appointment of two Internal Account Managers; Rob Whittle and Tom Grimmer, and two new National Sales Managers; [Jerry Gorman](#) for New Build and [Adam Austin](#) for Distribution.

We also welcomed [Gulam Seedat](#) to the team as Specification Sales Manager.

This year we have strengthened our teams further and are delighted to introduce the newest members of the NIBE team:

- [Jake Wright](#) – Regional Sales Manager, Wales & West Midlands
- [Matt Sheen](#) – National Partnerships Manager
- [Alan Unwin](#) – Key Accounts and Specification Sales Manager, District Heating
- [Dan Vaughan](#) – Technical Support Advisor

These appointments ensure we are closer to our customers than ever, offering the right expertise and support at a regional level. And we're still recruiting!

[See our latest vacancies here](#)

[Learn more about the incredible team that makes up NIBE UK](#)

Product spotlight



Now available: AquaThermal Domestic Hot Water Heat Pump

We're excited to introduce the latest addition to our product portfolio: the NIBE AquaThermal.

This compact, cost-effective system provides hot water with outstanding efficiency (COP 3.57), and is ideal for new-build flats and apartments. **With its stylish looks, high quality stainless -steel cylinder, ultra-quiet 49 dB(A) operation, and simple plug-in installation (no electrician required), AquaThermal makes low-carbon hot water accessible for more developments.**

Key benefits:

- Fits in small spaces with its compact 660 mm footprint
- As it uses ducted outside air it has a reliable year-round performance
- Simple to install and operate, so it reduces install time and disruption.

When paired with electric panel radiators, AquaThermal provides a fully compliant, low-cost heating and hot water solution for modern homes.

[Find out more about Aqua Thermal](#)

Expanding Heat Networks with Cetetherm

We're proud to bring Cetetherm Heat Interface Units (HIUs) and substations into our UK portfolio. Already a trusted name in district heating across Europe, Cetetherm technology is now fully supported in the UK through NIBE.

Key features:

- Proven space-saving HIUs for multi-dwelling and communal projects.

- Smart control via Cetetherm myUplink.

- BESA and UK Reg4 approval for compliance peace of mind.

- Fully compatible with heat-pump-led networks and centralised heating systems.

Together with NIBE's market-leading heat pumps, Cetetherm enables a complete, scalable solution for heat networks – backed by our dedicated UK team.

[Discover Heat Networks](#)

Stay connected

We'd like to take this opportunity to thank you for your continued trust and partnership. Every project we deliver is a testament to the quality of our products and the expertise of our team. We're committed to providing you with the best possible support, from initial design through to installation and beyond.

Want to speak to your local NIBE representative, access technical guidance or discuss training options?

[Visit our website](#)

Currently approved for S2125 8 & 12 only. Pending approval for S2125 16 & 20.

© 2025 Copyright. All rights reserved.

Want to change how you receive these emails?

You can update your preferences [here](#).

© 2025 Copyright. All rights reserved.

Want to change how you receive these emails?

You can update your preferences [here](#).

[View in your browser](#) | [Subscription Preferences](#) | [Unsubscribe](#)

Currently approved for S2125 8 & 12 only. Pending approval for S2125 16 & 20.

© 2025 Copyright. All rights reserved.

Want to change how you receive these emails?

You can update your preferences [here](#).

Currently approved for S2125 8 & 12 only. Pending approval for S2125 16 & 20.

© 2025 Copyright. All rights reserved.

Want to change how you receive these emails?

You can update your preferences [here](#).

Currently approved for S2125 8 & 12 only. Pending approval for S2125 16 & 20.

© 2025 Copyright. All rights reserved.

Want to change how you receive these emails?

You can update your preferences [here](#).

Currently approved for S2125 8 & 12 only. Pending approval for S2125 16 & 20.

© 2025 Copyright. All rights reserved.

Want to change how you receive these emails?

You can update your preferences [here](#).

Currently approved for S2125 8 & 12 only. Pending approval for S2125 16 & 20.

© 2025 Copyright. All rights reserved.

Want to change how you receive these emails?

You can update your preferences [here](#).

Currently approved for S2125 8 & 12 only. Pending approval for S2125 16 & 20.

© 2025 Copyright. All rights reserved.

Want to change how you receive these emails?

You can update your preferences [here](#).

Currently approved for S2125 8 & 12 only. Pending approval for S2125 16 & 20.

© 2025 Copyright. All rights reserved.

Want to change how you receive these emails?

You can update your preferences [here](#).

Currently approved for S2125 8 & 12 only. Pending approval for S2125 16 & 20.

© 2025 Copyright. All rights reserved.

Want to change how you receive these emails?

You can update your preferences [here](#).

Currently approved for S2125 8 & 12 only. Pending approval for S2125 16 & 20.

© 2025 Copyright. All rights reserved.

Want to change how you receive these emails?

You can update your preferences [here](#).

Currently approved for S2125 8 & 12 only. Pending approval for S2125 16 & 20.

© 2025 Copyright. All rights reserved.

Want to change how you receive these emails?

You can update your preferences [here](#).

Currently approved for S2125 8 & 12 only. Pending approval for S2125 16 & 20.

© 2025 Copyright. All rights reserved.

Want to change how you receive these emails?

You can update your preferences [here](#).

Currently approved for S2125 8 & 12 only. Pending approval for S2125 16 & 20.

© 2025 Copyright. All rights reserved.

Want to change how you receive these emails?

You can update your preferences [here](#).

Currently approved for S2125 8 & 12 only. Pending approval for S2125 16 & 20.

© 2025 Copyright. All rights reserved.

Want to change how you receive these emails?

You can update your preferences [here](#).

Currently approved for S2125 8 & 12 only. Pending approval for S2125 16 & 20.

© 2025 Copyright. All rights reserved.

Want to change how you receive these emails?

You can update your preferences [here](#).

Currently approved for S2125 8 & 12 only. Pending approval for S2125 16 & 20.

© 2025 Copyright. All rights reserved.

Want to change how you receive these emails?

You can update your preferences [here](#).

Currently approved for S2125 8 & 12 only. Pending approval for S2125 16 & 20.

© 2025 Copyright. All rights reserved.

Want to change how you receive these emails?

You can update your preferences [here](#).

Currently approved for S2125 8 & 12 only. Pending approval for S2125 16 & 20.

© 2025 Copyright. All rights reserved.

Want to change how you receive these emails?

You can update your preferences [here](#).

Currently approved for S2125 8 & 12 only. Pending approval for S2125 16 & 20.

© 2025 Copyright. All rights reserved.

Want to change how you receive these emails?

You can update your preferences [here](#).

Currently approved for S2125 8 & 12 only. Pending approval for S2125 16 & 20.

© 2025 Copyright. All rights reserved.

Want to change how you receive these emails?

You can update your preferences [here](#).

Currently approved for S2125 8 & 12 only. Pending approval for S2125 16 & 20.

© 2025 Copyright. All rights reserved.

Want to change how you receive these emails?

You can update your preferences [here](#).

Currently approved for S2125 8 & 12 only. Pending approval for S2125 16 & 20.

© 2025 Copyright. All rights reserved.

Want to change how you receive these emails?

You can update your preferences [here](#).

Currently approved for S2125 8 & 12 only. Pending approval for S2125 16 & 20.

© 2025 Copyright. All rights reserved.

Want to change how you receive these emails?

You can update your preferences [here](#).

Currently approved for S2125 8 & 12 only. Pending approval for S2125 16 & 20.

© 2025 Copyright. All rights reserved.

Want to change how you receive these emails?

You can update your preferences [here](#).

Currently approved for S2125 8 & 12 only. Pending approval for S2125 16 & 20.

© 2025 Copyright. All rights reserved.

Want to change how you receive these emails?

You can update your preferences [here](#).

Currently approved for S2125 8 & 12 only. Pending approval for S2125 16 & 20.

© 2025 Copyright. All rights reserved.

Want to change how you receive these emails?

You can update your preferences [here](#).

Currently approved for S2125 8 & 12 only. Pending approval for S2125 16 & 20.

© 2025 Copyright. All rights reserved.

Want to change how you receive these emails?