

ROLE PROFILE

> DEAL FACILITATOR

Title:	Energiesprong Deal Facilitator
Reports to:	The National Energy Foundation, Energiesprong Project Manager
Location:	Based at NEF's offices in Milton Keynes but working from home possible with prior agreement Role requires some remote-working at partner premises across the UK
Salary:	Competitive (3-4 days per week). Contract to 31 st December 2018
Enquiries:	recruitment@nef.org.uk

PURPOSE

Energiesprong aims to make the buying of a high-quality refurbishment of a house as easy as buying a car or phone. We want someone who can redesign the whole process of procurement and make it feel like the purchase of a product; smooth and easy for both the supplier (contractor) and the client (social housing organisation). This means:

- > Transform retrofit procurement from projects to products;
- > Move demand (social housing providers) from tendering to purchasing; and
- > Move supply (industry) from contracting to solution providing.

We have two problems with how the world works today and we are looking for somebody that can help us solve this:

1. Buying any retrofit solution is complicated and opaque and does not allow for the above described product approach yet.
2. Energiesprong is aiming to broker a volume procurement deal (of 5000 units) between a group of housing organisations and suppliers (retrofit solution providers) to create momentum in the market place. This is challenging under procurement rules.

Therefore, firstly, we seek somebody to introduce a purchasing method of whole-house retrofits that moves away from current complicated, varied and opaque contracts to create something that is efficient and attractive to supply and demand, whilst also being compliant with public procurement regulation.



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We want someone who can facilitate demand and supply partners coming together to co-design a collective purchasing scheme.

Secondly, Energiesprong is working with social housing providers and front running construction companies to get to a collective deal brokered. This means a group of housing organisations commit collectively to provide 5000 units for an Energiesprong retrofit to a limited group of solution providers. We want someone that will create and implement such a contractual arrangement with the group of engaged housing providers and solution providers on how this can be best done.

We want someone who can get landlords and suppliers signed up to a collective commitment.

CONTEXT

Energiesprong is seeking to make a difference to people's lives. It radically changes the way that we think of asset management and improving homes. Instead of specifying building elements, it sets a performance target, which solution providers (contractors) guarantee. With on-site energy generation and significant energy saving, it also limits the tenants' exposure to energy costs. The Energiesprong approach is based on a viable business case to achieve a scalable market, using the social housing sector as a catalyst.

Energiesprong uses EU funding and membership fees to succeed in its mission. This role is being funded through the EU Interreg NWE project *E=0* and the EU Horizon 2020 Transition Zero projects, two EU projects to scale up the success of Energiesprong internationally. The role is therefore being commissioned by the National Energy Foundation, which is the registered main UK partner in *E=0* and Transition Zero. NEF is managing the UK-MDT on behalf of Energiesprong UK partners.

SKILLS

> ESSENTIAL

Energiesprong UK is taking a market transformation approach to make performance-assured retrofits commercially financeable and scalable. To achieve this a number of market conditions will need to be changed so that housing providers can invest and industry is incentivised to innovate. This is the main role and purpose of the Energiesprong Market Development Teams. Energiesprong is focusing on "to create what is needed" instead of focusing on "to do what is possible".

1. Self-starting mind-set and a record to drive forward commercial partnerships.
2. Significant experience in commercial contracting, but more a solution creator than a lawyer type.
3. Experience in partnership facilitation.
4. Experience in (public) procurement.



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> Desirable warm affordable homes for life



> DESIRABLE

1. Experience of working in public-private partnerships/contracting.
2. Experience of (social) housing or tech manufacturing industry.

CHARACTERISTICS

- > Can do attitude.
- > Creativity in finding new approaches for what may seem impossible challenges
- > Audacious, decisive, creative and intelligent
- > Solution focused
- > Strong people skills

This must be accompanied by a personal drive for the objectives of Energiesprong.

HOW TO APPLY

Applications by CV with covering letter to recruitment@nef.org.uk



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**Transition
Zero**