

## TRANSITION ZERO: ROLE PROFILE – HEAD OF UK-MDT

*Desirable, warm, affordable homes for life*

Title:	Head of Energiesprong UK market development team (UK-MDT)
Reports to:	Energiesprong Programme Director
Location:	Flexible (option for home-based working) Role requires some remote-working at partner premises across the UK Role may require occasional international travel (mainly NL, FR, BE)
Remuneration:	Competitive; 0.6/0.8 FTE (3-4 days per week); Up to 24 months' contract

### 1. Purpose

To direct the work of the independent Energiesprong UK market development team (UK-MDT) with responsibility for developing and driving solutions for housing providers to invest in and for industry to design and implement net zero energy retrofits. This will include:

- Strategic planning and delivery of the Energiesprong market transformation programme (delivered through a set of aligned projects)
- Identifying specific issues to be resolved by the UK-MDT to drive the implementation of Energiesprong forward, e.g. improvement of the business case, any existing regulatory/policy constraints, financing requirements, housing stock/investment, industry solution design, supply chain integration/contracting, energy performance contracting/monitoring
- Overall responsibility to provide ready-to-use tools, templates and guidance for the procurement and contracting of Energiesprong solutions (e.g. outcome-based procurement through competitive dialogue, energy performance contracting, energy plan for tenants, insurance solutions for long term performance warranty, tenancy consultation, tenancy variation, structured finance etc.)
- Establishing and maintaining key relationships at senior level (Director/Executive Board/Board level) within housing providers, industry and policy to promote Energiesprong and to achieve an enabling policy, regulatory and funding environment
- Identifying specific skills / expertise requirements to deliver the Energiesprong market transformation programme and fill these as appropriate (e.g. short term expert contracts or recruitment into UK-MDT)
- Manage the Energiesprong UK/Transition Zero Board

Working in a non-hierarchical structure, the person will ensure strategic direction and alignment of the other members of the Energiesprong UK-MDT. The person will work with and be supported by the Dutch Energiesprong Programme Director (who is directing the international coalition of Energiesprong).



## 2. Context

Energiesprong 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 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 European Union Horizon 2020 programme *Transition Zero* and through the European Union Interreg NWE *E=0* both European Union. *E=0* is funding Energiesprong pilots in the UK, NL, FR and LU. The focus of *Transition Zero* is on scaling up the success of Energiesprong internationally. The role is therefore being commissioned by the National Energy Foundation, which is the registered main UK partner for both programmes. NEF is hosting the independent UK-MDT on behalf of Energiesprong UK partners.

## 3. Role capabilities

Energiesprong UK are 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".

This will require from the UK-MDT that team members collectively and individually take a leadership role. This is only possible if the team has vision and can act boldly using also unconventional approaches to break through the status quo. Expert knowledge is relevant, but a clear sense of direction is more important. The role therefore requires a 'can-do' attitude, lateral thinking; creativity in finding new approaches for what may seem impossible challenges; the ability to inspire others and a personal drive for the objectives of Energiesprong. Strong analytical skills to identify and resolve issues are as important as strong interpersonal skills to develop robust relationships within the UK-MDT and with partnering organisations.

## 4. Key Outputs

- Responsibility for managing and developing the UK market development team, currently consisting of 5 talented, experienced professionals who were selected as they stood out in their field; budget allows for team expansion to  $\pm 10$  people
- Continuous selection of the right partners to engage with to fit the strategic agenda to find market entry for Energiesprong solutions
- Ensure UK-MDT acts effectively and efficiently to ensure market momentum is created and confidence is built for the market to scale up
- Energiesprong solutions designed (driven and facilitated by UK-MDT) to implement net zero energy retrofits within existing regulatory, planning and financial framework (demonstrators) and optimising framework for market scaling
- Aligned delivery of Energiesprong UK projects, primarily through *Transition Zero* (Horizon 2020) and *E=0* (Interreg NWE), ZEBCat (ESIF) and similar projects in the



pipeline; this includes regular reporting and sharing of best practice within the transnational partnership (NL, FR, UK, LUX and others as they join)

- Responsibility for managing each project's outcomes and deliverables to time and within budget
- Compliance with any project-specific governance and reporting as required

## 5. How to apply

Please submit your application with a cover letter and CV to [recruitment@energiesprong.uk](mailto:recruitment@energiesprong.uk)

