

E=0: ROLE PROFILE – SOLUTION DEVELOPER (HOUSING)

Desirable, warm, affordable homes for life

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| Title: | Energiesprong solution developer (housing) |
| Reports to: | Head of Energiesprong UK market development team (UK-MDT) |
| 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; 0.4/0.6 FTE (2-3 days per week); Up to 18 months' contract |

1. Purpose

To develop and drive solutions for housing providers to invest in performance-assured deep retrofits as part of the Energiesprong UK programme. The main purpose of this role is to support social housing providers in their delivery of early Energiesprong demonstration properties as part of the Interreg NWE [E=0 project](#), and to broaden the learning into the wider Energiesprong UK partnership. This will include:

- Working with housing providers on stock assessment and selection for Energiesprong demonstration properties, including initial scaling volumes
- Developing the business case for housing providers' specific requirements (based on the existing Energiesprong UK business case) and support the housing providers in reaching an investment decision
- Supporting the housing providers in organising the procurement of retrofits based on performance based criteria instead of pre-defined solutions
- Supporting the housing providers in (competitive) dialogue with prospective solution providers to contract the Energiesprong demonstrators
- Supporting the housing providers throughout the implementation process (this may include engagement with industry as well as tenants)
- Instigating and supporting change in the housing providers' own organisational transformation to make Energiesprong the new norm in their asset management

The Energiesprong solution developer (housing) will be the key account manager for two housing providers that collaborate with Energiesprong UK through the E=0 project. Within these two organisations strong relationships will need to be established with asset management, procurement and finance teams.

The solution developer (housing) will be part of the Energiesprong UK-market development team to drive a volume market for performance-assured deep retrofits in the UK.

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 Interreg NWE project *E=0*, one of 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*. 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

- Be the first point of contact for *E=0* housing providers in relation to Energiesprong UK with an expert understanding of the Energiesprong concept and in particular the contracting and financial issues pertaining to housing providers; this includes the energy plan (monthly energy allowance for tenants), tenant engagement and tenancy variation, social housing regulation and finance (e.g. rent setting, rent cuts, Right-to-Buy, Council House sales, risk and compliance assessments etc.)
- Become a critical friend and an agent of change for housing providers who want to deliver Energiesprong retrofits
- Provide support during procurement, design and implementation of the *E=0* demonstrators and throughout the initial scaling volumes, including feedback on performance, tenants' satisfaction and financial reporting (appropriate tools to be devised within the UK-MDT)

5. How to apply

Please submit your application with a cover letter and CV to recruitment@energiesprong.uk