

## ROLE PROFILE

### > PARTNER SUPPORT

<b>Title:</b>	Market development lead Energiesprong retrofit projects
<b>Reports to:</b>	National Energy Foundation
<b>Location:</b>	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) Role will require regular attendance at NEF office in Milton Keynes
<b>Salary:</b>	Competitive: 0.6-1.0 FTE
<b>Enquiries:</b>	<a href="mailto:gabby.mallett@nef.org.uk">gabby.mallett@nef.org.uk</a>

## PURPOSE

The main purpose of this role is to coordinate and support social housing providers in the delivery of early Energiesprong demonstration properties. There is also a requirement to knowledge share across the wider Energiesprong UK partnership, instigating and supporting change in the housing providers' own organisational transformation to make Energiesprong the new norm in their asset management. This is essentially a delivery support role to enable the housing partner to complete every stage of the journey and includes:

- > Overall coordination of all the Energiesprong retrofit projects from inception to completion.
- > Working with housing providers on stock assessment and selection for Energiesprong demonstration properties, including working out what potential there is to take to scale (no requirement for highly technical skills as this is about stock selection not technical stock assessment/surveying).
- > Developing the business case for housing providers' specific requirements – using the existing Energiesprong UK business mode – and support the housing providers in reaching an investment decision (no requirement for deep financing knowledge; this is not about detailed financial engineering).
- > Guiding and supporting the housing providers in organising the procurement of retrofits to the Energiesprong performance standard.
- > Supporting the housing providers throughout the implementation process including engagement and selection with solution providers/contractors.
- > Assisting the housing provider with tenant engagement and evaluation.
- > Plan, report on and facilitate delivery of two EU funded projects.

The Energiesprong partner support 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. In



In addition to this the person will work with the Energiesprong UK team to deliver a programme of support and knowledge sharing to all UK demonstrators through the Transition Zero project.

The partner support will be part of the Energiesprong UK-market development team whose overall aim is to drive a volume market for performance-assured deep retrofits in the UK.

## 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.

## 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. Strong interpersonal skills to develop robust relationships within the UK-MDT and with partnering organisations
2. Knowledge of social housing
3. 'Can-do' attitude
4. Lateral thinking
5. Creativity in finding new approaches for what may seem impossible challenges
6. Self-starter and somebody that is focused on execution (rather than analytics)
7. Tenacity tempered with some patience

### > DESIRABLE



## > Desirable warm affordable homes for life



1. Energy or clean tech experience, ideally related to the building sector
2. Excellent project management
3. Worked in partnership arrangements

### CHARACTERISTICS

- > Coordinate all support activities for housing providers
- > Be point of contact for housing providers in relation to Energiesprong UK with an expert understanding of the Energiesprong concept, 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 demonstrators and throughout the demonstrator period, including feedback on performance, tenants' satisfaction and financial reporting (appropriate tools to be provided within the UK-MDT)

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

### HOW TO APPLY

Applications by CV with covering letter to [recruitment@energiesprong.uk](mailto:recruitment@energiesprong.uk)

