

> Deal Facilitator

Purpose

Energiesprong aims to make buying a high-quality house refurbishment as easy as buying a car or mobile phone. We want someone to redesign our whole procurement process to make it smooth and easy for both our suppliers (contractors) and our clients (social housing providers). This means:

- > Transforming retrofit procurement from projects to products
- > Moving demand (social housing providers) from tendering to purchasing
- > Moving supply (industry) from contracting to solution provision

We are looking for someone to help us solve two key problems.

1. Buying any retrofit solution is complicated and opaque.
2. Brokering a volume procurement deal of 5,000 units between groups of housing organisations and retrofit solution providers in the face of challenging procurement rules.

First, we are looking for someone to introduce a purchasing method of whole-house retrofits that moves away from the current constraints to create something that is efficient and attractive to both supply and demand sides, whilst complying with public procurement regulation.

[We want someone who can facilitate demand and supply partners to co-design a collective purchasing scheme.](#)

Second, Energiesprong is working with social housing providers and front running construction companies to broker a collective deal. This means a group of housing organisations committing collectively to procure 5,000 Energiesprong units from a limited group of solution providers. We want someone who can create and implement such a contractual arrangement.

Context

Energiesprong is seeking to make a difference to people's lives. It radically changes the way 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 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 Team. Energiesprong is focusing on 'creating what is needed' rather than 'doing what is possible'.

1. Self-starting mind-set and a track record of driving commercial partnerships
2. Significant experience in commercial contracting, with the emphasis on solution design not legals
3. Experience in partnership facilitation
4. Experience in public procurement
5. Belief in Energiesprong's purpose

> Desirable

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

> Characteristics

1. Can do attitude
2. Creativity in finding new approaches for what may seem to be impossible challenges
3. Audacious, decisive, creative and intelligent
4. Solution focused
5. Strong people skills