

> Partner Support

Purpose

The main purpose of this role is to 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:

- > Working with housing providers on stock assessment and selection for Energiesprong demonstration properties, including working out the potential for scaling up (no requirement for highly technical skills; this is about stock selection not stock assessment/surveying).
- > Developing the business case for housing providers' specific requirements – using the existing Energiesprong uk business model – and supporting housing providers in reaching an investment decision (no requirement for technical financial skills; this is not about detailed financial engineering).
- > Guiding and supporting housing providers in procuring retrofits to the Energiesprong performance standard.
- > Supporting housing providers throughout the implementation process including engagement and selection of solution providers/contractors.
- > Assisting housing providers with tenant engagement and evaluation.

This role involves being the key account manager for two housing providers collaborating with Energiesprong uk through the E=0 project. Strong relationships will need to be established with asset management, procurement and finance teams within these two organisations. In addition, the role will involve working with the Energiesprong uk team to deliver a programme of support and knowledge sharing to all UK demonstrators through the Transition Zero project.

Partner support is 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 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. 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 someone who is focused on execution rather than analysis
7. Tenacity tempered with patience
8. Belief in Energiesprong's purpose

> Desirable

1. Asset management
2. Housing management
3. Energy or clean tech experience
4. Worked in partnership arrangements

> Characteristics

1. 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. These include 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 and risk and compliance assessments)
2. A critical friend and an agent of change for housing providers who want to deliver Energiesprong retrofits
3. Provide support during procurement, design and implementation of the E=0 demonstrators and throughout the demonstrator period, including feedback on performance, tenants' satisfaction and financial reporting (appropriate tools to be provided within the UK-MDT)