

## ROLE PROFILE

### > SUPPLY CHAIN DEVELOPER

<b>Title:</b>	Supply Chain Developer
<b>Reports to:</b>	Head of Energiesprong UK market development team (UK-MDT)
<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)
<b>Salary:</b>	Competitive; 0.4-0.6 FTE (2-3 day per week)
<b>Enquiries:</b>	Alex Rathmell on 07746 149028 or alex@energiesprong.uk

## PURPOSE

We are seeking an engineering professional with energy and/or built environment experience to lead our work in developing a UK supply chain for net zero energy home refurbishment solutions. The successful candidate will combine an inspiring, creative approach to supply chain engagement with pragmatism, practicality, flexibility and good technical credibility.

The purpose of this post is to develop and drive solutions to encourage industry to invest in the design, development and implementation of net zero energy retrofits as part of the Energiesprong UK programme. This will include:

- > Managing an event series throughout 2018 to showcase the market potential of the Energiesprong model, encourage supply chain collaborations and facilitate solution development;
- > Challenging industry to develop attractive and investable net zero energy retrofit solutions; implying quick to install, high quality, performance based, and performance guaranteed products at lower costs;
- > Working with construction companies and their supply chain to facilitate solution design;
- > Advising industry on the performance-based procurement approach (competitive dialogue) and the mandatory long term energy performance warranty backed by an insurance;
- > Supporting industry in their engagement with housing providers (e.g. feedback/input to the selection of first demonstrators/prototypes, initial scaling volumes and mass volume);
- > Providing support to industry in their own organisational transformation to make Energiesprong successful including product quality control and customer focussed delivery processes;
- > Within construction companies key relationships will need to be established with technical engineering, manufacturing and commercial teams. Relationships with a range of supply chain companies will need to be developed.



## 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*. NEF is managing the UK-MDT on behalf of Energiesprong UK partners.

## SKILLS

### > ESSENTIAL

We are looking for a person who has successfully created and delivered a supply chain engagement or market development programme, ideally in a related sector, and who has a strong personal and professional commitment to the objectives of Energiesprong.

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.

Key competencies:

Leadership and Management	Is passionate about innovation and is able to lead through sharing ideas and vision; exemplifying professional gravitas
Focus on Results	Identifies organisations in the construction sector and their (potential) supply chain that can deliver required results and understands how to motivate them to change



## > Desirable warm affordable homes for life



	towards making that happen
Influencing	Gains trust and respect from others by consistently delivering on commitments, acts with integrity and encourages 'buy in' through their behaviour. Can push stakeholders to move faster by challenging them
Change Implementation	Anticipates and champions opportunities for change that positively influence the direction of Energiesprong, and are not complacent with current success. Open to innovative ideas and approaches, and creates conditions for innovation
Cross- functional Impact	Works cooperatively, listens to learn from others' perspective, proactively challenging and puts Energiesprong goals ahead of individual gain
Decisiveness	Displays confidence and stability when faced with difficult, crisis situations as well as windows of opportunities requiring decisions to be made quickly, effectively and appropriately
Relationship Management	Builds mutually beneficial business relationships with internal and external stakeholders in a collaborative manner
Lives Energiesprong Values	Has clear convictions and has confidence to stick to them, ready to experiment and demands ethical and respectful behaviour from self and others

## > DESIRABLE EXPERIENCE

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

## HOW TO APPLY

If you wish to talk to someone about this role please call Alex Rathmell on 07746 149028

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

