

## ROLE PROFILE – MARKET MAKER INFILL PROJECTS

*Desirable, warm, affordable homes for life*

Title:	<b>Business Development / Infill Site Market Maker</b>
Reports to:	The National Energy Foundation (NEF)
Location:	Based at NEF's offices in Milton Keynes but some working from home possible with prior agreement 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 6 months' contract

### 1. Purpose

Energiesprong aims to significantly improve the (energy) quality of existing houses. In many cases, social housing providers choose a combination of redevelopment and renovation works to optimise a project outcome. In order to use such developments to drive the market, we are recruiting an Energiesprong UK lead for infill development under two EU funded projects, Transition Zero (Horizon 2020) and E=0 (Interreg). This will include development of the market on both the supply and demand side, working with partners to structure successful partnerships, and creating projects which can deliver net zero energy homes fit for UK 2050 carbon standards. The core activities the role will deliver are as follows:

- Market development with housing providers, including infill sites
- Developing the Energiesprong UK business model for infill sites alongside housing partners
- Supply chain development for performance guaranteed offsite construction
- Brokering deals between developers, housing providers and funders
- Market testing with Solution providers
- Liaising with procurement organisations and leading on procurement exercises
- Liaison with Homes England
- Supporting landlords to take projects from concept stage to on site delivery, including grant applications, planning submissions, financial approvals and procurement.

### 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, and allows for a charge to be levied on the tenant, therefore helping the business model. 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 part funded through the European Union Horizon 2020 programme *Transition Zero*, one of two EU projects to scale up the success of Energiesprong internationally. The role is therefore being commissioned by the National Energy Foundation (NEF), which is the registered main UK partner in the Transition Zero programme. NEF is hosting the independent UK-MDT on behalf of Energiesprong UK partners.

Energiesprong UK to date has primarily focused on retrofit. However the UK-MDT recognises that developing an infill model allows sites to be developed as part of wider regeneration, therefore driving greater uptake of Energiesprong. For this reason we are seeking an expert in development to join the team.

### 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 Team. Energiesprong is focusing on “creating what is needed” instead of focusing on “doing 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.

The role therefore requires a ‘can-do’ attitude, lateral thinking; creativity in finding new approaches for what may seem impossible challenges; the ability to move quickly and execute decisions is key, as is 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.

Specifically for this role, expert knowledge in housing development is required, including knowledge of the Affordable Housing Programme, Housing provider appraisal methodology and approval processes. An ability to construct deals between housing providers and developers is crucial, with an understanding of regulatory requirements such as procurement and planning.

A desire to transform the UK housing stock to make it fit for 2050 standards is also essential.

### 4. Key Outputs

Core key outputs include:

- Two infill projects contracted
- Solution providers signed up to deliver the Energiesprong Performance Specification
- A pipeline of housing providers with combined and/or infill sites, to support regeneration projects

### 5. How to apply

Please submit your application with a cover letter and CV to [recruitment@nef.org.uk](mailto:recruitment@nef.org.uk)

