

## ROLE PROFILE – SUPPLY SIDE SUPPORT

*Desirable, warm, affordable homes for life*

Title:	<b>Supply Side Support</b>
Reports to:	Stroomversnelling (SV)
Location:	Based at Dena's offices in Berlin but some working from home possible with prior agreement. Role requires occasional national travel
Remuneration:	Competitive; 3 days per week Starting date: 1 <sup>st</sup> of January 2019 until mid-March, possible prolongation contingent to funding.

### 1. 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. The Energiesprong approach is based on a developing a viable business case to achieve a scalable market, using the social housing sector as a catalyst. For the business case to work, costs need to reduce at scale.

Energiesprong uses EU funding and membership fees to succeed in its mission. This role will be part funded through the EU Interreg project E=0, an EU project to scale up the success of Energiesprong internationally. The role is therefore being commissioned by Stroomversnelling, which is the registered main NL partner in the E=0 programme.

### 2. Purpose

To develop the supply side in Germany for Energiesprong solutions, including solution providers, and tier two supply chain, and to support suppliers to understand Energiesprong, create solutions, and reduce costs. The core elements of this role will include:

- Working with front runner aspiring "Energiesprong" suppliers and building companies to help them understand the energy plan, offsite manufacture, performance specification, performance guarantees, monitoring options, and to ensure effective delivery of all of these in pilot and scale up projects
- Establishing a network of tier two suppliers / consultants who could fill gaps in larger organisations or form collaborations to become solution providers (architects, engineers, energy modelling specialists, M & E suppliers or installers, system integrators, component manufacturers)

- Engaging new potential solution providers – understanding the gaps in their organisations, and their triggers and barriers for engagement (scale, long term commitment, pace) resulting in a supplier engagement plan, linked to the Energiesprong project pipeline
- Match making new providers with external consultants or tier two suppliers when projects require.
- Supporting solution providers and suppliers to develop their business models, plan for cost reduction, helping suppliers to think creatively and to understand risk
- Running supply chain engagement events and presenting at relevant events
- Working with solution providers to develop their next tier supply chain, including understanding and testing opportunities for cost reduction through sharing solutions or products (e.g. is procurement for monitoring equipment across all Solution Providers going to save money and if so can we agree a specification?)

### 3. Role capabilities

Energiesprong Deutschland 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 (MDTs). Energiesprong is focusing on “to create what is needed” instead of focusing on “to do what is possible”.

This will require from the DE-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 DE-MDT and with partnering organisations. Good command of English and German is necessary, as well as the availability to travel nationally.

Specifically for this role, a thorough technical understanding of energy in buildings and building performance is required, along with experience of working in a commercial organisation, construction experience (domestic preferably retrofit and new build), and a passion for change and improvement. The role will require commercial acumen and an understanding of operational business models and risk management. Change management experience, with experience of bringing new products to market is desirable.

### 4. Key Outputs

Key outputs include:

- Successful delivery of projects, ensuring key Energiesprong requirements are met by suppliers
- Network of ‘Energiesprong ready’ suppliers
- Drafting and delivery of a supply chain engagement plan, linked to project pipeline

### 5. How to apply



Please submit your application with a cover letter and CV to [stephanie@energiesprong.eu](mailto:stephanie@energiesprong.eu) by 28<sup>th</sup> of December 2018.

