

MUSTBEO: ROLE PROFILE – MARKET DEVELOPER SOLUTIONS

Desirable, warm, affordable homes for life

Title:	Market Developer Solutions
Reports to:	Director Energiesprong Foundation
Location:	Flexible (option for home-based working) Role requires some remote-working at partners premises across NL Role may require occasional international travel (mainly NL, FR, DE)
Remuneration:	Competitive; 2 – 3 days per week;
Duration:	Up to 3 years

1. Purpose

The core focus of the programme is the acceleration of the market for net zero energy retrofits of multi storey apartment buildings of social housing companies. What is required is the development of a better net zero retrofit solution for these type of buildings. Together with the Housing market developer a set of project deals in between solution providers and housing associations have to be arranged and facilitated. This needs to lead to a larger pool of projects that need less intervention to get procured.

The Market Developer Solutions will primarily focus on engaging solution providers (general contractors, component suppliers etc.) to build solutions for net zero retrofits of midrise apartment buildings at the right cost level. This will include initial engagement of a focussed pool of relevant supply side actors, surfacing the best practice solution they can provide, matching their solution to specific building typologies and create an improvement roadmap to bring down cost further and improve the retrofit to make a further roll out of NZE retrofits in multi story buildings successful.

This will include:

- Working with Solution providers (initial solution assessments, marketing strategy for the solution, 3 year improvement roadmap);
- Supporting solution providers in their project proposals;
- Supporting solution providers in finding innovative supplies to improve their proposition.
- Developing a predictable workflow of projects in close collaboration with the market developer housing in the team is essential.

This role will largely and primarily be funded through the MUSTBEO project via the European Union InterregNWE instrument. MUSTBEO develops a market for affordable, desirable, long-term performance guaranteed net zero energy (NZE) retrofits for apartment buildings. The work will be



done in close cooperation with 3 other teams in Europe executing a similar intervention so work may also be required on other projects.

2. Context

Energiesprong is seen as one of the best practices worldwide in creating markets for deep energy retrofits of homes. It has radically changed the way we think of asset management and improving homes. Not only by promoting a new standard of a 2050 ready NZE retrofit but also by actually creating markets for this retrofit and new build standard. The stakes are high seen the enormous challenge we have retrofitting our existing homes to more comfortable, aesthetically pleasing, affordable, net zero homes before 2050.

3. Role capabilities

Energiesprong is taking a market transformation approach to make performance-assured retrofits commercially financeable and scalable. This will require from team members collectively and individually to 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 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 team and with partnering organisations.

4. Key Outputs

Key outputs include:

- Multiple affordable solutions for a net zero energy retrofit of midrise apartment buildings.
- Supported Solution Providers who have made a strategic decision to serve this market and tuned into a continuous improvement of their solution.
- Running workflows for net zero energy solutions with the pool of targeted solution providers.
- Alignment in the solutions in the UK, France, Germany and The Netherlands
- Input to MUSTBE0 deliverables and compliance with requirements for MUSTBE0 and other projects.

5. Remuneration

The role of market developer solutions will start with 1 day a week and takes a maximum of 3 days a week and has a maximum remuneration of 85 euro/hour. The offered tariff will be considered in the application.

6. How to apply

Please submit your application with a cover letter and CV to jasper@energiesprong.eu

