

MUSTBEO: ROLE PROFILE – MARKET DEVELOPER HOUSING

Desirable, warm, affordable homes for life

Title:	Market Developer Housing
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 program is the acceleration of the market for net zero energy retrofits of multi storey apartment buildings of social housing companies. Together with the supply side 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 Housing will primarily focus on engaging Social Housing Providers to build demand for net zero retrofits at scale. This will include initial engagement, through to business case and approvals, ensuring that housing providers are supported through their organisational transformation to make a further roll out of NZE retrofits in multi story buildings successful.

This will include:

- Working with housing providers (stock assessments and selection for net zero energy retrofit opportunities for apartment buildings);
- Supporting housing providers in organizing the procurement of retrofits based on performance based criteria instead of pre-defined solutions;
- Supporting housing providers in dialogues with the solution provider to create the right retrofit solutions and supporting them in the implementation process.
- Developing a pipeline (with a group of housing providers) to create a predictable workflow where innovation (cost and performance targets) can be set with solution providers. Close collaboration with the market developer solutions 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:

- Scaled demand for an Energiesprong solution.
- Supported Housing Providers who understand the model, who have been through the business cases and internal approval stages.
- Housing providers supported during procurement, design and implementation of demonstrators and throughout the initial scaling volumes, including feedback on performance, tenants' satisfaction and financial reporting.
- Alignment in the market demand in the UK, France, Germany and The Netherlands
- Input to MUSTBEO deliverables and compliance with requirements for MUSTBEO and other projects.

5. Remuneration

The role of market developer housing 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

