

# Job Description

<b>Job title:</b>	Energy Improvement Manager
<b>Reports to:</b>	Head of Energy Projects
<b>Department:</b>	Energy Improvement
<b>Hours:</b>	37.5 Hours per week Mon-Fri 9.00am – 5.00pm with some flexibility as required
<b>Remuneration:</b>	Dependent upon skills and experience
<b>Additional Benefits:</b>	Company Standard Benefits

## About the company

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We eliminate business energy waste so that our clients can focus more energy on powering their business. We take complete control of our clients energy management and improve bottom line profitability.

We take a data and service-led approach to controlling energy, using Energy Information Technology (EIT) combined with people power and knowledge. By taking a transparent approach we are able to provide our clients with complete visibility and no surprises.

Our amazing people are ambitious, hard-wired for success and are invested in customer outcomes, seeking out continuous improvements to help deliver a market leading solution.

## About the role

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We are looking for collaborative, commercially focused individuals to join our Projects Team to develop and deliver savings for our customers.

Develop and deliver commercially driven, improvement projects for our client's energy and carbon needs to drive customer retention and profit growth.

## Responsibilities

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- Perform on-site energy efficiency audits, producing written report and present to clients.
- Delivery of improvement projects and programmes across a diverse client base from small retail sites to large industrial. Scope of projects will include behaviour change, capital projects, design advice and full reporting. Projects cover the full range of technologies from DSR to LED and CHP.
- End to end development of new projects from initial data review and site visit to developing audits, presenting to clients and sourcing suppliers.
- Ownership of key client energy savings and carbon compliance work. Work in partnership with account management and sales team to deliver high levels of customer satisfaction and retention.
- Support Head of Energy Projects division in developing our commercial model for delivering savings and identify new opportunities.
- Ownership and management of key suppliers and partners

- Development of new customer offers and collaborate with sales team on business development

### **Knowledge, Skills, Experience**

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#### **Essential skills or experience:**

- Experience of delivering energy projects and delivering savings
- Commercial and client focus
- Technical experience and qualification in key technologies e.g. lighting, heating, A/C, BEMS

#### **Desirable skills or experience:**

- Implementation/qualifications in CCA, CRC, ESOS, EPC, TM54.
- Water efficiency projects
- Reporting technologies and methods: Regression, IPMVP
- Business development / account management
- Further qualifications e.g. engineering degree, chartered energy manager

### Invest In Growth

We **nurture** our people, **develop** our technology and **inspire** our teams to achieve great things

## Our Behaviours

Invest in growth – Our People...

Are **consistent in their delivery** yet always looking for ways to **continuously improve**

Accept willingly and enthusiastically  
-**Embrace** evolution and are **adaptable** to change  
An ongoing effort to improve products, services, or processes  
able to adjust to new conditions

**Support** others and work towards common goals

Give assistance to

### Create Exceptional Experiences

We **ignore the accepted** industry norm, our ideas are **bold** and **adventurous**, and we are **confident** in our ability to deliver **solutions that matter**

Create Exceptional Experiences – Our People...

Are **deliberate** in their approach and **tenacious** in their execution

carefully weighed or considered; studied; intentional

Unwilling to accept defeat

Create **ambitious** targets but are never afraid of failure

Having or showing a strong desire and determination to succeed

Are encouraged to break new ground and unlock untapped **potential**

Capacity to develop

### Take Complete Control

We act with **precision** and **authority**, hold ourselves **accountable** and take **pride** in delivering **positive outcomes**

Take Complete Control – Our People...

Lead by **influence** with clarity and **purpose**

The power to have an effect on people or things

A sense of resolve or determination

Are **trusted** to make the right decisions

Able to be depended on

Act with **integrity, certainty** and freedom from complexity

The quality of being honest and having strong moral principles

Firm conviction that something is the case