



# Job Description

|                             |   |
|-----------------------------|---|
| <b>Job title:</b>           | Energy Improvement Manager  |
| <b>Reports to:</b>          | Head of Energy Management   |
| <b>Department:</b>          | Energy Management   |
| <b>Hours:</b>               | 37.5 Hours per week, Mon-Fri 9.00am – 5.00pm<br>Flexible & Homebased Role depending on location |
| <b>Remuneration:</b>        | £35,000 - £45,000 (Depending on Experience) + bonus + car allowance                             |
| <b>Additional Benefits:</b> | Company Standard Benefits   |

## Application process

---

To apply for the role please email your CV and a brief covering letter to:  
***recruitment@businesswisesolutions.co.uk***

## About the company

---

Recently acquired by Inspired Plc - Businesswise Solutions remains a standalone challenger brand within the Inspired Group but belonging to the wider group brings greater security and potential for development and growth within the largest and most successful energy consultancy group in the industry.

BWS is a business that does the right thing, with a focus on the environment, our people, and our clients, who in turn let us look after their energy.

BWS has built a market-leading energy management solution, that is underpinned by technology platforms that can deliver exceptionally good information to help companies reduce cost and carbon emissions.

We are totally committed to delivering an exceptional customer experience. We take our clients on a journey with us and the passion and expertise of our people, alongside our technology solutions, enable us to eliminate their business energy waste so that our clients can focus more energy on powering their business.

## About the role

---

Reporting to the Head of Energy Management, the Energy Improvement Manager (EIM) will develop and deliver commercially driven, Energy Optimisation projects for client's energy and carbon needs. They will facilitate customer retention and profit growth, provide sales support for EMT service offerings, as well as being instrumental in the delivery of the services requiring onsite and virtual technical assistance.

Each EIM will be assigned clients based around their geographic location to improve reaction time to clients and help reduce unnecessary travel. Client assignment will be performed by the Head of Energy Management.

## Responsibilities

---

- 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 Management in developing our commercial models 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

---

### Candidate Requirements:

- Experience of delivering energy efficiency projects and delivering savings.
- Energy Management Experience - (3 years Minimum)
- Projects Management Experience - (3 years Minimum)
- Experience delivering Commercial and client focused communications (Report Writing, Presentation, White paper)
- Technical experience and qualification in key technologies e.g. lighting, heating, A/C, BEMS, power generation.

### Desirable skills or experience:

- Implementation/qualifications in CCA, CRC, ESOS, EPC.
- Water efficiency projects
- Reporting technologies and methods: Regression, IPMVP
- Business development / account management
- Further qualifications e.g. engineering degree, Chartered Engineer or Certified Energy Manager