

Job Description

Role Title	Senior Consultant - Low Carbon		
Directorate	Business Development		
Team	Insight & Analytics Team (working across Business Development and Insight & Analytics teams)		
New/ Existing Role	New		
Perm/ Fixed Term	Permanent	Grade 3	
Job Purpose	With net zero and carbon reduction efforts being high priority across both public sector organisations and private sector, this role is leading Energy Saving Trust's low carbon proposition, responsible for commercial activity, public sector tendering and client work delivery. This role sits in the Insight & Analytics team and works closely with the Business Development team.		
Resource Management Responsibilities	Budget/ Equipment Accountabilities Nil	People Accountability Currently nil with potential accountability in future	Contractor Accountability Yes
Critical Accountabilities (between 4-8)	<ul style="list-style-type: none"> Ownership of low carbon proposition development and delivery for public and private sector clients across one or more of the following areas: domestic energy efficiency, low carbon heating, renewable energy generation, scenario modelling/decarbonisation pathways, non-domestic building energy efficiency and renewable energy, deep retrofit, life cycle assessment, energy storage and demand shifting/grid flexibility, sustainability strategy setting and implementation Identify, develop and deliver net zero, carbon reduction and sustainability opportunities in line with Energy Saving Trust's mission and strategy. Contribute to achievement of the annual sales forecast and pipeline for Energy Saving Trust's range of carbon reduction and sustainability products and services Lead project management for a range of client projects, ranging in size, topic and complexity. Manage projects from inception through to final delivery, including managing team resources required to deliver the project, contract management, client liaison, milestone reporting, financial reporting, and issue resolution Manage and write bids and proposals for low carbon activity including developing the methodology/approach and technical content, leading the development of bid team, managing costing processes and following Energy Saving Trust processes Maintain and develop excellent knowledge of emerging developments in the low carbon and sustainability sector relevant to Energy Saving 		

	<p>Trust work including policy, technology, and programme delivery. This will involve looking at key markets, sectors, competitors and services, prioritising those for business development effort and preparing market insight reports and business plans.</p> <ul style="list-style-type: none"> • Build effective and collaborative relationships with key clients in government and the wider public and private sector, potential partners, and across Energy Saving Trust internal teams • Provide support to other team members in the form of technical advice, project management, and quality assurance as and when required. Contribute to the wider team's expertise in the area of own subject matter expertise. 			
Competency Requirements	Level 1	Level 2	Level 3	Level 4
Communication, interpersonal and negotiating skills	X			
Business Sense	X			
Delivering results	X			
Knowledge and expertise	X			
Customer Focus		X		
Managing Change			X	
Managing People			X	
Team Working	X			

Knowledge, skills and qualifications required

- Proven record working in a similar role where sector knowledge and commercial acumen are applied to identify opportunities and grow our low carbon proposition
- Knowledge and practical experience of one or more of the following: domestic energy efficiency, low carbon heating, renewable energy generation, scenario modelling/decarbonisation pathways, non-domestic building energy efficiency and renewable energy, deep retrofit, life cycle assessment, energy storage and demand shifting/grid flexibility, sustainability strategy setting and implementation
- Relevant degree qualification, for example, engineering, environmental studies, maths, sciences, or equivalent qualifications, training or professional experience
- Proven project management experience
- Strong skills in MS Office suite, particularly MS Excel and project management software with desirable experience with energy modelling tools and software
- Strong analytical and problem-solving skills
- Able to contribute to the creative process in a structured and logical manner, making recommendations based on robust analysis
- Organised and able to adjust to priorities and achieving results within agreed objectives and deadlines
- A can-do, flexible, and collaborative mind-set
- Excellent inter-personal, presentation and communications skills
- Experience working with Local Authorities desirable