



Energy Local

Business and Partnership

Development Manager

Vacancy

1 day per week

Introduction

“Energy Local is a social enterprise that is transforming the electricity market for local communities and small-scale renewable generation. Our mission is to support the establishment of thousands of local, not-for-profit, Energy Local Clubs (ELCs). This will allow local renewable generation to be used locally, benefitting consumers, communities, and local renewable generators; building a better, local electricity system.”

We are a small team developing the Energy Local business model and, alongside it, a household DSR ‘Internet of things’ control system called the Home Hub. We work with a range of different partners in the electricity industry, for software and hardware development and local economic and social development. We are recruiting for a part time member staff for one day a week initially with scope to increase with the following skills to support the business and partnership development of Energy Local.

Overview of Tasks

Local organisations and social landlords

Strengthen the partnerships with local community organisations and social landlords. Understand the value proposition for them, to enable them to justify championing Energy Local and also understand how work on Energy Local can help fund their staff alongside other activities. Understand the

synergies between other work that partners may work on e.g., energy saving, reducing bills and fuel poverty (and avoided costs of debt and rent arrears) demand side management, social events, low carbon community transport etc. Understand how Energy Local can align with non-energy-related activities (e.g. social events, digital inclusion, support of the vulnerable).

Licensed Supplier

Support Supplier Manager and Technical & Innovation Director to strengthen the partnerships with licensed suppliers. Understand the value proposition for them and the benefits of a partnership with Energy Local in the electricity market and how this can be improved to support customers..

Funders

Strengthen relationships with funders and expand this network.

Understand and evaluate the income flows created by Energy Local and the social benefits to local economies.

Research and develop new funding applications, responses to tender and other income streams.

Technical partnerships

Work with partners to strengthen the business model for demand side management systems and data from meters.

Support the Technical & Innovation Director to strengthen the partnerships with distribution network operators. Understand the value proposition for them and how meter data can be used.

Business development

Develop 'sub business models' for Energy Local to increase the viability of new installations of community renewables, to increase the attractiveness to licensed suppliers and to improve the benefits to those in off-gas areas (e.g., via improving the control of electric heating). Work with the Supplier Manager and Technical & Innovation Director to ensure that this is compliant and feasible.

Work with the Board to develop the overall business strategy.

Other requirements

Prepared to travel and liaise with a range of other partners from communities to large social funders and corporate partners.

Work within a project management framework, provide regular updates and contribute to discussions in management meetings.

Skills and expertise

Good networking experience and contacts.

Business and strategic planning with a track record in the social sector.

Experience developing partnerships with social funders and bid writing.

Knowledge of the energy industry, in particular, community energy.

Salary Range

£35-40k FTE pro-rata plus benefits depending on experience. We expect this to be a role one day week but this could increase.

Contact

Those interested please contact one the emails below with a CV and relevant experience. Please emphasise your appropriate skills and experience.

Linda Hilton linda@energylocal.co.uk

Mary Gillie mary@energylocal.co.uk

For an informal discussion or with any questions please ring Mary Gillie on 07757 900408.