



Job Description: Energy Engineer (Corporates)

Reports to: Head of Deliver for Zero (Corporates)
Location: North West (preferred)

Overall Role Purpose:

The purpose of this role is to deliver a range of profitable energy, water and carbon management projects to Verco's corporate clients with a focus on manufacturing and industrial. These will include onsite deep dive assessments, group programme support and supporting the implementation of Verco's data and software solutions such as Reduct and Carbon Desktop.

Primary Responsibilities:

1. **Project Management:** Manage a range of energy and water reduction projects concurrently ensuring the successful delivery to the client on time, to quality and within an agreed budget.
2. **Technical input:** To provide technical input to projects. Contributing to the delivery of energy and water reduction audits at manufacturing sites with particular focus in the food and drink sector. To work with sites to develop metering and data collection solutions that are supported by Verco's proprietary software.
3. **Project development and delivery:** To help with the development and delivery of metering and monitoring projects from conception to final installation and commissioning with support from Account Directors, enabling the delivery of successful energy management programmes for key accounts.
4. **Client management:** To maintain strong relationships with existing clients and build lasting relationships with new clients with the expectation of maintaining revenues from key accounts.
5. **Operational:** To provide timely responses to operational needs including (but not limited to) time-sheeting, invoicing, reviews, project management information, health & safety etc. As an energy engineer there will also be an expectation to share knowledge to support the development of more junior team members.

Profile:

Business Development:	10% of time
Fee earning:	80% of time
Training & overhead:	10% of time

Person Specification:

Job related attributes	Essential criteria	Desirable criteria
Education, Qualifications & Training	Degree (or equivalent) in engineering or a relevant field	<ul style="list-style-type: none"> • Masters or relevant post-graduate qualification • Working towards Chartered status
Employment Experience	Proven experience: <ul style="list-style-type: none"> • in energy use in industrial and manufacturing settings • with metering and monitoring systems (software and hardware) • in building strong stakeholder relationships 	<ul style="list-style-type: none"> • Commercial experience in formulating business proposals and support of junior staff to do the same • managing complex or multi-client projects • key account management and new business development • managing bids and delivering proposals to deadlines • Leading and facilitating workshops/seminars
Knowledge & Understanding	A sound technical knowledge of energy use in industrial and manufacturing including: <ul style="list-style-type: none"> • energy use in industrial systems (refrigeration, compressed air, boilers and steam systems) 	Knowledge of: <ul style="list-style-type: none"> • electrical infrastructure & systems • measurement and verification
Skills / Competencies	<ul style="list-style-type: none"> • Good knowledge of Microsoft Office 365 with regard to productivity including; SharePoint and PowerApps • Advanced Excel skills • Good planning and organisation skills; ability to work to deadlines and within guidelines. • A strong attention to detail. • Analytical mind / problem-solving aptitude • Ability to develop and maintain effective relationships with colleagues and others across wide range of disciplines/countries. • Willing to work as part of a team to achieve common goals. • Strong communicator; verbal and written 	<ul style="list-style-type: none"> • Working knowledge of Microsoft Power BI • Language skills in particular German, Spanish, Italian and Portuguese
Other requirements & attributes	<ul style="list-style-type: none"> • Willingness to travel nationally and internationally to implement projects • Able to present a professional appearance to clients and partners 	Clean UK driving licence