

Job Description

Role Title	Senior Manager – Strategy & Partnerships (Energy Access)
Job Family & Category	Technical Specialists: Senior Technical Manager
Team	International Team, Sector Intelligence Centre of Excellence (CoE)
Line Manager	Head of International
New/ Existing Role	New
Perm/ Fixed Term	Permanent
Resource and Management Responsibilities	<ul style="list-style-type: none"> ▪ Budget/ Equipment Responsibilities – circa £1m ▪ People Responsibilities –TBA ▪ Contractor Responsibilities – Yes
Job purpose	<p>This role is responsible for the development of Energy Saving Trust's energy access strategy. Working with the Business and Market Development Centre of Excellence (CoE) it will design and develop new concepts, strategic partnerships and the key stakeholder relationships needed to enable the anticipated growth and diversification of Energy Saving Trust's energy access programmes:</p> <p>The role will provide sector expertise and strategic direction to the energy access programme team to inform and guide programme development and implementation.</p> <p>It will co-lead the Strategy, Policy and Partnerships workstream of the Low Energy Inclusive Appliances (LEIA) programme, with a focus on strategy development and solidifying our role as a thought leader and a key influencer in the energy access sector. The role will cultivate new stakeholder relationships, lead the development of strategic partnerships and the delivery of a range of strategic projects and stakeholder coordination activities.</p>
Key responsibilities	<p>Strategy and business development</p> <p>Working closely with the Head of International, Senior Programme Manager, Energy Access and the wider programme team:</p> <ul style="list-style-type: none"> ▪ Lead the development of the energy access strategy. ▪ Under the Governance of the Business and Market Development CoE, lead the design and development of new concepts / initiatives and

	<p>propositions for the achievement of business growth and strategic objectives. Design and build innovative and distinctive programmes that respond to funder and stakeholder needs, add value and deliver impact.</p> <ul style="list-style-type: none"> ▪ Identify new (co-)funding streams for our energy access work and support the development of proposals for the growth of our existing funding streams, working with the Business and Market Development CoE and other teams, as needed. ▪ Monitor, evaluate and report on implementation of the strategy. Ensure continual improvement and guide future strategic direction by feeding lessons learned into decision making. ▪ Support the Head of International to develop business cases for investment in growth. Input into wider organisational business development activity, as required. <p>Relationships, partnerships & positioning</p> <ul style="list-style-type: none"> ▪ Establish, maintain and develop relationships with internal stakeholders across the organisation ensuring strong, collaborative working relationships. Be an ambassador for Energy Saving Trust values internally and externally. ▪ Identify, establish and develop effective external stakeholder relationships and strategic partnerships to position us for, and enable, the anticipated growth and diversification of Energy Saving Trust's energy access programmes. ▪ Support the Senior Programme Manager, Energy Access to manage and develop effective relationships with programme funders, delivery partners and key stakeholders to enable the successful delivery of Energy Saving Trust's energy access programmes. <p>Programme management and delivery</p> <ul style="list-style-type: none"> ▪ Support the development and delivery of the three-year strategic business plan for our energy access work. Manage cross-functional teams to deliver against strategic objectives, ensuring excellence is always delivered. ▪ Provide sector expertise and (together with the Senior Programme Manager, Energy Access) strategic direction to the energy access programme team to inform, guide and support programme development and delivery and ensure a cross-workstream effort towards the achievement of overarching / strategic goals. ▪ Support delivery of the Low Energy Inclusive Appliances (LEIA) programme. Together with the Senior Programme Manager, Energy
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	<p>Access, co-lead the development and delivery of the Strategy, Policy and Partnerships workstream and complementary initiatives / special projects, as agreed. Manage associated budgets, scopes and plans in line with agreed methodologies, including project planning, resourcing, client engagement, financial management, risk management and reporting.</p> <p>People management</p> <ul style="list-style-type: none"> ▪ Collaborate with managers in the Energy Access team to identify individuals with capacity and the necessary skills to contribute to new projects – coordinating these resources and ensuring tasks are completed effectively. ▪ Manage any direct reports to achieve their objectives and personal development goals, providing direction and support, including coaching to enable them to realise their potential. <p>We expect all employees to have a willingness to learn about and support our efforts to become a more diverse, inclusive, equitable and sustainable organisation.</p> <p>Impact description</p> <p>Within one month, you will:</p> <ul style="list-style-type: none"> ▪ Have completed the essential steps of the Energy Saving Trust onboarding process. ▪ Have gained a solid understanding of our energy access work and strategy development to date. ▪ Have identified key stakeholders within the organisation and established relationships with those you need to be working with immediately. ▪ Have established key relationships with Business and Market Development CoE and gained understanding of processes and governance for business development, proposition development, concept design and strategic partnership development. ▪ Understand the wider organisational context – in particular the Trust 2.0 change programme, its purpose, intentions, status, progress, and the priority strands we need to engage and align for the development of the energy access strategy. ▪ Have established your priorities with your line manager and be working towards these.
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	<p>Within three months, you will:</p> <ul style="list-style-type: none"> ▪ Have finished all learning and development required as part of the Energy Saving Trust onboarding process. ▪ Have shaped and contributed to proposals for short-term (1 year) BaU growth / retention of our exiting energy access programmes / funders. ▪ Have identified and established effective relationships with key stakeholders across the organisation that are needed for the achievement of our medium-term (2-year) objectives. ▪ Have finalised and secured Head of International and SLT buy-in / approval for our medium-term (2-year) energy access strategy objectives. ▪ Have identified new funding streams and begun to establish key stakeholder relationships and strategic partnerships to position us for and enable, the anticipated medium-term (2-year) growth and diversification of Energy Saving Trust's energy access programmes. <p>Within six months, you will:</p> <ul style="list-style-type: none"> ▪ Have designed / developed propositions for the anticipated medium-term (2-year) growth and diversification of Energy Saving Trust's energy access programmes. ▪ Have developed a business case for investment in our long-term (3-5 year) growth and diversification objectives of the energy access strategy for consideration by senior leadership.
Knowledge, skills and qualifications required	<p>Essential:</p> <ul style="list-style-type: none"> ▪ Passionate about addressing the climate emergency and energy inequality. ▪ Ability to think and plan strategically and identify and realise new opportunities. ▪ Strong leadership skills with the ability to bring together colleagues and at different levels across the organisation and inspire collaboration with partners and donors across dispersed geographical locations. ▪ Ability to take initiative, analyse and solve complex problems and present and deliver workable solutions to inform decision making, ensuring effective risk mitigation. ▪ Deep knowledge and experience of off- and weak-grid appliance technologies, market barriers and solutions in Sub Saharan Africa and South Asia. ▪ Proven ability to establish, manage and build effective senior stakeholder relationships.

- Established network of relationships with donors, investors, programme implementers, private sector actors and academia in the energy access and other relevant sectors.
- Experience of working with or for major international donor funds.
- Experience in fundraising from Institutional Donors, Trusts and/or Foundations.
- Good understanding of international energy / climate policy, (Sustainable Development Goals, Paris Climate Agreement), regulations, delivery and funding landscape.
- Highly self-motivated, able to work autonomously or as part of a team. Ability to prioritise own workload, deliver results and manage a number of projects and tasks in parallel effectively.
- Excellent IT skills, in particular Microsoft Office programmes.

Desirable:

- Relevant qualification or experience applicable to the responsibilities of the role.
- Technical knowledge of appliances and enabling technologies suited to off-, weak- and mini-grid settings in the energy access sector.
- Track record of securing funding for high value proposals from Institutional Donors, Trusts and/or Foundations in the energy access sector.
- Established network of relationships with governments in the energy access sector.
- Professional working proficiency in another language, ideally one of the official and working African Union languages.