



<b>Job title:</b>	<b>Senior Carbon Consultant</b>
<b>Division:</b>	<b>Energy</b>
<b>Responsible to:</b>	<b>Head of Carbon Advisory</b>
<b>Responsible for:</b>	<b>Carbon Consultants and Advisors</b>

### The Role

The Senior Carbon Consultant is accountable for the provision of profitable, high-quality carbon consultancy to customers.

The SCC will lead a team of consultants to interpret and understand public bodies' individual zero carbon challenges and requirements and relate that to consultancy solutions offered by LASER. The SCC will develop and provide new consultancy services to meet evolving customer requirements.

The SCC will ensure process and QA is in place to deliver high quality outputs and commercial returns. The role will ensure accurate recording of billable hours, measure and report utilisation of team members and strive to maximise billable work delivered.

As well as being responsible for developing and delivering a range of consultancy services they will be a key conduit to identifying cross-selling opportunities and providing details to LASER's Commercial team to follow up with the customer.

This position includes liaising with both internal and external stakeholders at Director and senior management level to ensure the successful creation of carbon reduction solutions on behalf of customers. The role is key in supporting customers with a diverse range of technical needs to find the best approach and appropriate LASER solutions. The SCC will work closely with Account/Business Development Managers, Head of Carbon Advisory, Decarbonisation Project Management Lead, and Low Carbon Contracting Lead to ensure customers are 'handed' between teams effectively.

As the service grows the SCC is expected to recruit, line manage and develop additional direct reports who will increase capacity to deliver growing demand. The ability to adapt to a rapidly changing market will be fundamental in driving forward innovation and in helping to develop new revenue streams for the business.

The role will also represent LASER via customer presentations and webinars, external conferences & meetings, and develop relationships with other bodies through whom our services can be advertised, signposted or sold.



## Key Duties

The role's main responsibilities will involve (but not be limited to):

- Represent LASER to customers as a technical carbon & energy management expert via remote and face to face meetings, conference presentations and LASER webinars.
- Provide paid consultancy services. Devise, define price and deliver those services.
- Monitor and manage paid for utilisation of the team to maximise commercial returns.
- Monitor and manage quality of outputs and services offered by the team.
- Develop relationships with large public sector customers acting as a trusted advisor.
- Write and oversee carbon reduction programmes (multiple projects at multiple sites) in LASER customer sites, demonstrating how LASER's services and frameworks can be used to implement carbon reduction projects.
- Recruit, line manage and develop carbon consultants to increase capacity as the service area grows.
- Lead the team and develop team members to improve performance and grow capabilities.
- Work with marketing and commercial teams to target potential customer groups and segments and support the production of marketing plans and provide technical input into sales proposals.
- Develop and maintain expertise on carbon saving project funding sources, technologies and practices, and advise customers on opportunities.
- Flag opportunities to change or expand the service based on customer interaction, and play a leading role in driving service change/improvement.
- Identify and implement opportunities for new carbon consultancy services.

## Health, Safety & Wellbeing Considerations

This role involves undertaking duties which include the Health, Safety and wellbeing issues outlined below. Please be aware of these, when considering your suitability for the role.

- Regular use of Screen Display Equipment
- Driving to customer sites throughout the UK



**Other duties:**

**Health and Safety:** Adhere to the corporate policy on Health and Safety at work as well as taking responsibility for Health and Safety within the area of your control.

**Equality and Diversity:** Work positively in an equal opportunity and diverse environment and respect the unique contribution of every individual.

**Environmental Awareness:** To support the organisation’s corporate Environment Policy by complying with relevant environmental legislation and carrying out your duties in an environmentally responsible manner.

**Internal & External Relationships**

**Internal:**

Successful internal relationships will need to be developed with:

- All colleagues within the Energy Division
- Colleagues within People and Culture Team

**External:**

Successful external relationships will need to be developed with:

- Customer (new and existing) contacts at all levels
- Funding bodies e.g. Salix or contracted funding providers
- Other public/3<sup>rd</sup> sector organisations such as the Energy Hubs, APSE etc

**Person Specification**

The Person Specification details the necessary skills, qualifications, experience or other attributes needed to carry out the job. Please be aware that your application will be measured against the criteria published below.

Qualifications / Training	Essential	Desirable	Assessed via*
Degree-level Qualification (engineering, carbon or similar technical discipline)	✓		A



Professional membership e.g. Energy Institute, CIBSE etc	✓		A
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Experience / Knowledge	Essential	Desirable	Assessed via*
An understanding of the wider Energy Industry		✓	A
Detailed knowledge of wide range of energy and carbon saving technologies	✓		I
Experience of instigating and delivering a range carbon saving projects, of significant scale, in buildings		✓	I
Experience of managing, leading and coaching highly successful teams.		✓	A / I
Monitoring consultancy billable hours and maximising utilisation of consultants		✓	I
Experience of consulting for public sector organisations		✓	I
Co-ordinate or producing bids for funding e.g. Government grants for energy projects.		✓	I
Understanding of public sector procurement processes		✓	I
Experience of public speaking for example at conferences or technical forums	✓		I
Experience in influencing others, overcoming opposition and encouraging change	✓		I
Significant experience of providing energy saving/carbon reduction consultancy in buildings	✓		I



Skills / Abilities	Essential	Desirable	Assessed via*
Ability to lead a diverse team with varying skill sets and functions	✓		I
Good IT skills, particularly Microsoft Office packages	✓		I
Financial acumen and ability to monitor performance through financial and KPI reporting	✓		I
Problem solving both internally and for our customers	✓		I
Ability to produce consultancy outputs to customers, such as business case, action plans and programmes, of sufficient quality, on time and within budget.	✓		I
Demonstrable success of team leadership, either through formal management responsibility or a history of mentoring / supporting / developing colleagues	✓		A / I
Exceptional presentation and communication skills (both verbally and in written technical report format).	✓		I
Organised and prioritises work to deliver against multiple activities	✓		I
Resilient nature - able to overcome obstacles and barriers and to maintain pace and momentum.	✓		I
Commercially astute – possess the intellectual curiosity, capacity and capability to analyse complex issues, make well-judged decisions and take timely action	✓		I
Creativity and innovation	✓		I



Additional Attributes	Essential	Desirable	Assessed via*
Commitment to deliver Equality, Diversity and Inclusivity in recruitment	✓		I
Role model for Commercial Services values	✓		I
Lead by example and set the standards that support the image we want to project to our customers, suppliers and colleagues.	✓		I
Capability to think outside the box and look at the bigger picture, bringing new ideas to the table and proactive ways improve activities.	✓		I
Committed to continuous improvement and personal development and actively seeks feedback on performance	✓		A / I

**Code of conduct**

We expect our employees to act professionally at all times both internally in the way we treat our colleagues and business partners and externally in the image we project to our customers and suppliers.

**We expect all our team members to :**

- ✓ **Give our best** – we are empowered & have the autonomy to give our best every day; we are accountable for what we do, and we are comfortable with openness and challenge in the pursuit of improvement
- ✓ **Make a difference** – we do the right thing on a difficult day; we are building on our legacy for success and we are making a difference for tomorrow
- ✓ **Freedom to thrive** – our creative and adaptive thinking allows us to lead the way; we are curious and passionate, and we have the freedom to thrive
- ✓ **Everyone is valued** – we look out for each other; we enjoy doing a good job together and everyone is valued



<b>Job Holder's Signature:</b>		<b>Date:</b>
<b>Print Name:</b>		
<b>Line Manager's Signature:</b>		<b>Date:</b>
<b>Print Name:</b>		