

The Role

Location:	NZ	Team:	Products and Partnerships
Grade:	18	Reports to:	Manager, Products and Partnerships
Employment:	18-month fixed term		

Responsibilities

The Products and Partnerships Team manages the development of products, programmes and strategic relationships with organisations and groups that align with EECA’s productive and low-emissions business strategic focus area. This includes working with sector associations to identify and define decarbonisation pathways for priority high carbon emitting sectors and delivering sector-wide initiatives that result in widespread commitment and action to decarbonise.

The Biomass Industry Development Lead role’s primary objective is facilitating the expansion (through existing and new businesses) of the woody biomass industry to increase contracted supply volumes for the use of biomass in appropriate settings and locations.

The second objective is to increase investment that will unlock the industry’s potential to increase contracted supply volumes in appropriate settings and locations.

The third objective is to improve information and connectivity across industry stakeholders.

In addition, the role will be responsible for exploring whether a woody biomass action group should be established and run to support the successful applicant on wider issues that emerge throughout the term.

EECA’s Purpose and Behaviours

Our Purpose

EECA’s purpose is to mobilise New Zealanders to be world leaders in clean and clever energy use. We are Te Tari Tiaki Pūngao – Guardian of the energy. This means we have a responsibility to ensure that all of New Zealand recognises that the energy we save now will be an asset to our future, in a multitude of ways. We want a sustainable energy system that supports the prosperity and well-being of current and future generations.

In order to get there, our strategic focus areas are:

- Productive and low emissions business
- Efficient and low-emissions transport
- Energy efficient homes
- Government leadership
- Engage hearts and minds

More information on who we are and what we do is available on our website www.eeca.govt.nz/about-eeca

Our Key Behaviours

EECA has identified four key behaviours that will help us succeed. We will be looking for applicants that can demonstrate these behaviours.



Open to the new



Stand in others’ shoes



Believe in ‘we’ not ‘me’



Deliver the goods



Key Result Areas

- Build relationships with key stakeholders in the biomass supply chain, brokering connections between process heat users, suppliers and aggregators, and helping facilitate deals where woody biomass is the recommended fuel source for that process and location.
- Identify and develop expansion opportunities through interaction between industry stakeholders and private capital; influencing and facilitating potential projects through to business case stage. Relevant investments might include biomass production, processing, storage, and transportation.
- Facilitate improved information and coordination across stakeholders.
- Creation (once supported by the industry) of a woody biomass industry action group.
- Development and delivery of the project plan for achieving and reporting on the objectives of the role and agreed KPIs
- Evidence of a substantial increase in contracted biomass supply volumes in appropriate settings and locations
- End users have made more optimal biomass use decisions that take into account all relevant factors including location, technology, and electricity availability
- Stronger connections across the industry including increased discussions between biomass producers, aggregators and end users to achieve well informed contracted supply arrangements
- Better levels of understanding across all stakeholder segments that encourages optimal decarbonisation investment decisions, leveraging external resources including EECA and the Bioenergy Association of New Zealand

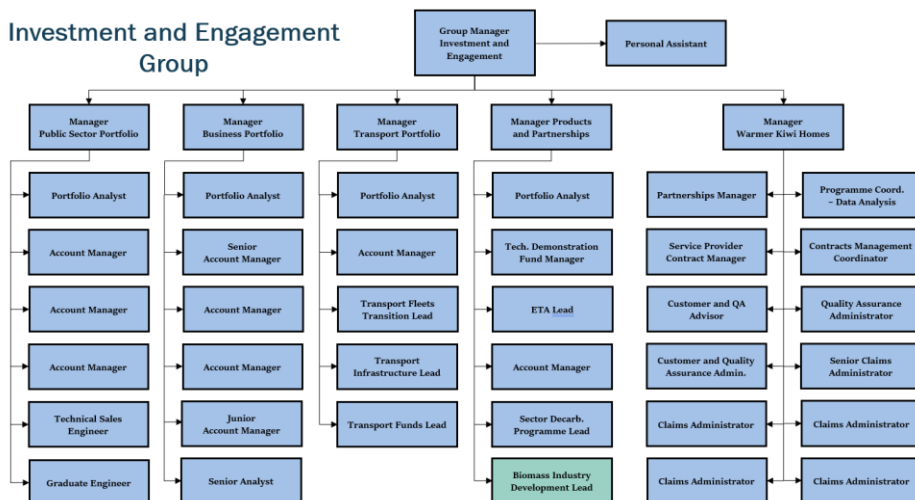
Key Competencies

- Managing vision and strategic purpose
- Partnership and relationship acumen
- Commercial orientation
- Finding solutions
- Dealing with Ambiguity
- Planning and priority setting

Relationships

It is expected that effective working relationships are established with relevant EECA staff and external stakeholders.

Where your position fits



Key Internal Relationships

- Business Team
- Products and Partnerships Team
- Evidence Insights & Innovation Team

Key External Relationships

- Industry stakeholders including Bioenergy Association of New Zealand, process heat users, consultants, foresters, harvesters, aggregators and transportation companies
- Government entities including MPI, MBIE, Scion and NZTE
- Potential investors

Educational Qualifications, Experience and Skills Required

- Significant experience in business development and a proven ability to identify opportunities, influence, catalyse and conclude agreements
- Holistic understanding of the commercial drivers impacting the commercial operations within the forestry, biomass and energy sectors
- Ability to build effective and functional relationships across multiple stakeholder groups including energy users, forestry and biomass players, economic development agencies, local and central government, forest owners, and business interests
- Experience in an industry role that has required the processing and relaying of technical information and the ability to engage with technical experts as well as leadership
- Experience with working with and understanding of the machinery of local and central government.
- Ability to identify opportunities and how they might be catalysed
- Ability to operate neutrally across impacted stakeholders without (or effectively managing) conflicts of interest or technical or commercial bias

EECA's Working Environment

A policy of equal employment opportunity operates and EECA provides a work environment that is free from discriminatory practices and encourages all employees to reach their full potential. As a good employer, EECA takes its Health and Safety responsibilities seriously and all staff are expected to comply with all Health and Safety policies and practices, as part of their employment.

Working in the Public Service

Ka mahitahi mātou o te ratonga tūmatanui kia hei painga mō ngā tāngata o Aotearoa i āiane, ā, hei ngā rā ki tua hoki. He kawenga tino whaitake tā mātou hei tautoko i te Karauna i runga i āna hononga ki a ngāi Māori i raro i te Tiriti o Waitangi. Ka tautoko mātou i te kāwanatanga manapori. Ka whakakotahingia mātou e te wairua whakarato ki ō mātou hāpori, ā, e arahina ana mātou e ngā mātāpono me ngā tikanga matua o Te ratonga tūmatanui i roto i ā mātou mahi.

Mō ētahi atu kōrero hei whakamārama i tēnei kaupapa, haere ki

<https://www.publicservice.govt.nz/about-us/>

In the public service we work collectively to make a meaningful difference for New Zealanders now and in the future. We have an important role in supporting the Crown in its relationships with Māori under the Treaty of Waitangi. We support democratic government. We are unified by a spirit of service to our communities and guided by the core principles and values of the public service in our work.

You can find out more about what this means at: <https://www.publicservice.govt.nz/about-us/>

