

Position	Manager, Products and Partnerships
Team	Products and Partnerships
Reports to	Group Manager, Investment and Engagement
Direct reports	8
Employment	Permanent
Grade	19
Location	Wellington
Effective from	July 2021

Who Are We?

EECA's purpose is to mobilise New Zealanders to be world leaders in clean and clever energy use. EECA is a Crown entity governed by a Board whose members are accountable to the Minister of Energy and Resources.

We work to improve energy efficiency, energy conservation and increase the use of renewable sources of energy. In particular, we look at how this work programme can assist New Zealand's transition to a low carbon economy.

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

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 mātauranga 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/>

Purpose

The Investment and Engagement Group is responsible for making robust commercial investment decisions to advance energy efficiency across the Business, Transport, Government and Residential strategic focus areas. Through robust analysis, relationship management and business case development the Group will make investments in energy efficiency, promotion of renewables and carbon emission reduction. The Investment and Engagement Group delivers change programmes that result in significant cost effective, sustainable energy savings and emission reductions across EECA's target markets.

The Manager, Products and Partnerships manages the development (and some implementation) 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:

- EECA's Sector Decarbonisation Programme; working with aligned sector associations to identify and define decarbonisation pathways for priority sectors and delivering sector-wide initiatives that result in widespread commitment and action to decarbonise
- EECA's Energy Transition Accelerator programme; working with large energy users to create roadmaps for specific decarbonisation actions
- EECA's Technology Demonstration Programme; partnering with first and early adopters to demonstrate the potential of technologies that can help decarbonise NZ businesses
- The development of technical and financial case studies for diffusion by the Marketing and Communications Group
- NZ's NABERS building certification scheme.

As the ultimate product owner for all Investment and Engagement business programmes the role is central to ensuring the programmes are fit for purpose and demonstrate to the market the business case for energy efficiency and emission reduction initiatives. The Manager Products and Partnerships is also responsible for the maintenance (and development) of several of EECA's strategic partnerships, including with carbon energy professionals and relevant industry associations.

Key Result Areas

- Manage the delivery of the Sector Decarbonisation Programme, Technology Demonstrations, Energy Transition Accelerator and remaining Indirect Engagement programme contracts.
- Manage the joint development, performance and improvement opportunities of products and programmes.
- Leverage EECA messaging with the private sector through partnerships and joint initiatives.
- Promote and diffuse successful technologies and decarbonisation approaches, including case studies, in conjunction with the Marketing and Communications Group.

- Create a systematic, process driven approach to establishing mutually beneficial partnerships and relationship management of these partnerships including Industry Associations, professional bodies and commercial entities.
- Manage technical verification of project emissions savings and the investment performance of projects delivered by the Investment and Engagement group
- Identify, implement and lead improvement opportunities
- Ensure the team delivers a great experience to our partners when working with our organisation.

Accountability

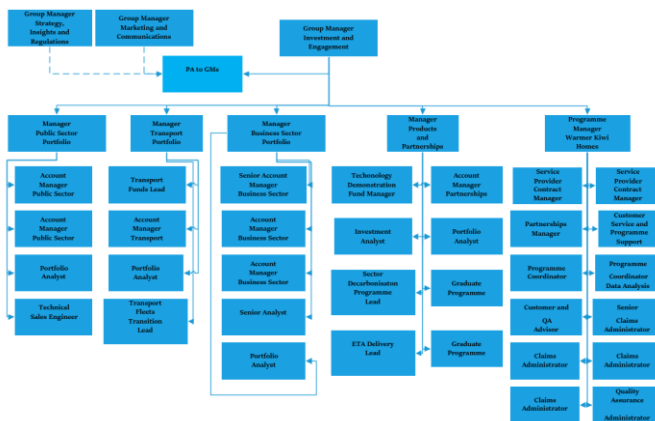
Accountability	Description
People leadership	<p>Provide visible leadership for the team, the EECA brand and culture. Ensure the Products and Partnerships team is resourced and supported to successfully deliver commercial and strategic relationships with organisations and groups.</p> <p>Develop a high performing team; including managing performance, coaching, mentoring, providing leadership and identifying development opportunities.</p>
Partnership focus	<p>Adopt a partnership strategy for the Products and Partnerships team and develop, track and report key performance measures for the portfolio. Champion EECA's embedding of a strategic partnerships approach.</p> <p>Leverage relationships with the private sector through partnerships and joint initiatives.</p>
Product and Programme Management	<p>Provide oversight to the Leads for product and programme management to ensure that EECA's emission reduction objectives are achieved.</p>
Partnership Management	<p>Excellent relationships with external stakeholders are essential to achieving outcomes. Develop and maintain strong positive relationships with key stakeholders including energy service providers and sector organisations.</p> <p>Be a key point of contact for organisations and groups that align with EECA's strategic focus areas and anticipate needs and be responsive to issues arising.</p> <p>Foster strong relationships with key partners and consistently deliver excellent customer service to all customers. Maintain and grow ongoing</p>

	relationships with current partners and offer new ways to grow partnerships.
Diffusion and visibility	Ensure opportunities to promote and diffuse successful technologies and decarbonisation approaches are strategically planned and maximised, in conjunction with the Marketing and Communications Group.
Collaboration	Lead a high performance team environment, with a focus on collaboration across EECA. Ensure that constructive relationships exist between the Investment and Engagement Group and other parts of EECA.

Relationships

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

Where your position fits



Key Internal Relationships	<ul style="list-style-type: none"> • EECA Leadership Group • Investment and Engagement Group • Wider Leadership group
Key External Relationships	<ul style="list-style-type: none"> • Relevant Industry Associations, professional bodies and commercial entities. • Key co funding recipients • Key programme suppliers /strategic partners

Educational Qualifications, Experience and Skills Required

The incumbent should possess:

- A tertiary qualification in a relevant field and or equivalent experience;
- Broad and deep energy sector experience and the ability to identify with the needs and perspectives of energy industry participants including process heat users;
- Proven people leadership experience;
- Strong commercial acumen and a business mind-set;
- Exceptional communication skills and the ability to influence behaviour change;
- Strong experience in influencing people, leading work programmes, coaching and mentoring staff;
- Partnership Management with previous successful experience in collaborating and brokering with other stakeholders to achieve desired outcomes;
- Financial Management and a solid understanding of governance.

General

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.

EECA Behaviours

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

1. **Open to the new.** Changing New Zealand needs openness and understanding. To succeed, we welcome fresh thinking from others, and create an environment where new perspectives are cherished.
2. **Stand in others' shoes.** To mobilise New Zealanders, we'll need to understand people. That means parking our pre-conceptions and getting to know them before we act.
3. **Deliver the goods.** To be world leaders in clean and clever energy use, we need every individual at EECA to own their part of the challenge.
4. **Believe in the 'we' not the 'me'.** Tackling climate change will take collaboration. We need to work together, in a positive and proactive way to make the good stuff happen.