

## The Role

Location:	Christchurch	Team:	Regional and Sector Partnerships
Grade:	18	Reports to:	Manager, Regional & Sector Partnerships
Employment:	Permanent		

## Responsibilities

The Delivery and Partnerships Group is responsible for delivering EECA's core market facing programmes to all sectors. The Group advises on energy options to improve affordability and security of supply, and through access to targeted investment initiatives supports the adoption of energy efficient and clean fuel technologies.

The Regional and Sector Partnerships Team is responsible for engaging at a regional and sector level with energy using organisations, to advance energy efficiency, conservation and the use of renewables across all sectors. The team will support the delivery of wider EECA objectives and become champions for optimising energy supply and demand in the region. This will include oversight of sector stakeholders, coordinating activities across industry, economic agencies, regional councils, energy suppliers and central government.

Regional Managers will work with regional stakeholders at executive, management and operations levels to identify impactful opportunities and insights for EECA and stakeholders through outstanding relationship management and business expertise. They will work with the key organisations in a region – both demand and supply side. The roles will work closely with the REI, Innovation and Technology, and Commercial Partnerships teams to inform large scale projects.

## EECA's Mission and Behaviours

### Our Mission

EECA's mission 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 key strategic objectives are:

- Energy efficiency first
- Empower energy users
- Accelerate renewable energy

Outcomes are that energy users save energy, money and reduce emissions; and energy productivity and resilience improve. The levers EECA uses to achieve this are:

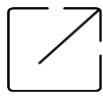
- Regulation of products, processes and systems
- Information and education to promote clean and clever energy choices
- Targeted investment to demonstrate and scale up energy efficient technologies and renewable energy use.

More information on who we are and what we do is available on our website [www.eeca.govt.nz/about-eeca](http://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 effective, quality working relationships with stakeholders in regions
- Working with stakeholders to connect the dots and bring insights back to EECA on potential opportunities in a region
- Manage enquiries, assisting stakeholders in providing advice on potential large scale projects in a region
- Guide and influence decision makers to increase the quantity & quality of energy management undertaken by organisations, leading to verifiable cost-effective energy savings
- Enhance organisations' understanding of EECA's relevance in the energy system
- Achieve individual performance targets that support EECA's SPE targets
- Create and own strategic account plans and deliver operational account management plans that meet EECA standards
- Adopt the collaborative cross-functional team approach within the team and wider EECA
- Identify and implement improvement opportunities

## Key Competencies

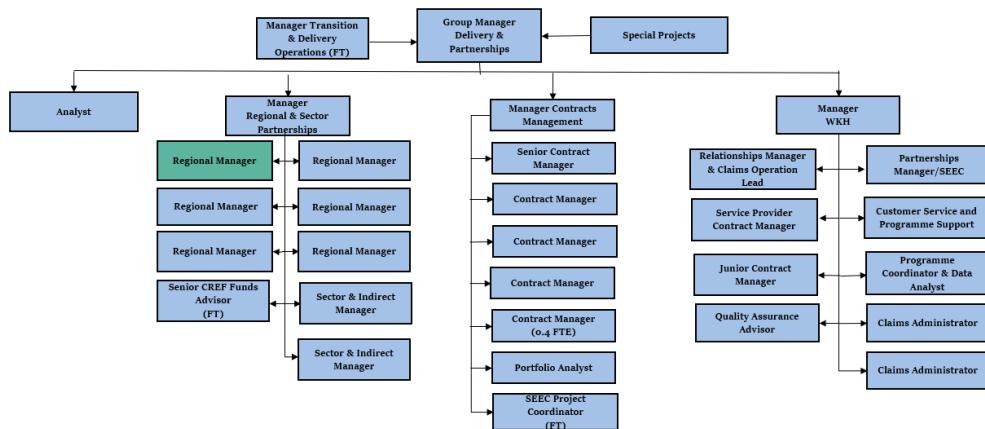
- Partnership and relationship acumen
- Negotiation and influencing
- Commercial orientation
- Finding solutions
- Strong customer service

## Relationships

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

## Where your position fits

## Delivery & Partnerships Group



## Key Internal Relationships

- Delivery & Partnerships Group
- Insights Data and Communications Group

## Key External Relationships

- Existing and targeted organisations
- Key Suppliers / Strategic Partners

## Educational Qualifications, Experience and Skills Required

- A tertiary qualification in a relevant field and or equivalent experience
- Experience in and knowledge of relevant energy efficiency offerings, regulations, key players and market dynamics
- Extensive experience of managing relationships with key stakeholders at a senior level
- Commercial acumen and understanding of business issues and the ability to translate these into successful targeting of initiatives for the market and energy users
- Highly skilled communicator and facilitator with demonstrated experience in building effective and enduring relationships with a variety of stakeholders
- Demonstrated sales, account management and entrepreneurial skills and the ability to get results

## 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 āianei, 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 ū mātou hapori, 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/>

