

Job Description

Role: Associate Director

Team: Infrastructure Finance and Programmes/ Net Zero

Reports to: Programme Director– Net Zero

Job Purpose

The successful candidate will work across Scottish Futures Trust (SFT) and with Scottish Government, local government, other public sector agencies and the private sector to drive SFT work in relation to implementing and successfully delivering on Scotland's Net Zero ambitions. The role will be focused on working as part of the Heat Network Support Unit to facilitate the development, delivery and expansion of heat networks.

Location

Based at SFT's offices in Edinburgh. SFT works flexibly, with an expectation that colleagues need to be in the office for meetings as required, but not full time. Additional travel will be required to attend external meetings.

Position

The appointment will be at Associate Director Level.

Dimensions

The successful candidate will work as part of an SFT team of net zero specialists drawn from a combination of legal, procurement, financial, and energy management backgrounds. They will also be required to work closely with our partners (Scottish Government and Zero Waste Scotland) as part of the Heat Network Support Unit.

Principal Responsibilities

- Progress the development and implementation of heat networks.
- Work collaboratively as part of the Heat Network Support Unit, across the public sector and, with private sector consultants and contractors. Draw on commercial skills and experience to provide considered input and advice on the development and delivery heat networks, adopting approaches that fit with stakeholder objectives and are aligned with Scotland's Net Zero ambitions. Support projects throughout a

project lifecycle but with a focus on the feasibility through to business case development and commercialisation .

- Support the development of delivery/funding and financing structures and supporting contracts / guidance.
- Share best practice and provide support to procuring authorities relating to Scottish Government and SFT led programmes and commercial structures.
- Develop and maintain key stakeholder relationships.
- Conduct research and analysis and prepare and deliver concise reports and presentations to senior management teams and colleagues.
- Share knowledge with SFT colleagues, those involved in public sector procurement and private sector contractors, about the commercial principles of heat networks, energy management and delivering Net Zero buildings and broader infrastructure classes.
- Facilitate the setting up of, and oversee, governance arrangements where appropriate.

Contextual Information

SFT is seeking an experienced professional to augment the existing Net Zero Buildings Team within SFT and to engage across SFT workstreams with a focus on decarbonisation and climate emergency. The Net Zero Buildings Team works with Scottish Government to inform policy and support the development of net zero carbon infrastructure solutions as well as supporting SFT programmes and initiatives. The areas of focus for the Net Zero Buildings Team include, but are not limited to:

- Delivery of key aspects of the Scottish Government's Heat in Buildings Strategy, including public sector, private sector, non-domestic and domestic estate.
- Support the scaling up and acceleration of public sector estate decarbonisation in order to meet Scotland's Net Zero ambitions.
- Innovative funding and financing models for delivery of Scotland's Net Zero ambitions.
- Supporting infrastructure programmes across SFT and Scottish Government which include for example the Heat Network Support Unit, Non Domestic Energy Efficiency Framework, Green Growth Accelerator and Scottish Green Public Sector Estate Decarbonisation Scheme.
- Supporting the development of longer-term delivery models, such as the work being undertaken via the Green Heat Finance Taskforce.

This role focuses on the delivery of heat networks, which are a key strategic technology for reducing emissions from heating our homes and other buildings. There are significant challenges at the pre-capital stage of heat network project development in Scotland, such as a lack of skills, knowledge and resource within local authorities. The Heat Network Support Unit is designed to help overcome these challenges and rapidly develop the heat network pipeline (for further information visit: <https://www.heatnetworksupport.scot>).

It is highly desirable that the successful candidate has direct experience of, and is recognised and respected within the sector for, having supported the development and delivery of heat

networks (particularly feasibility through to business case development and commercialisation, and an active interest in climate change/ decarbonised heat/energy efficiency. The team has financial, legal, procurement and energy management expertise. It is primarily the commercial aspects of project support that the team is looking to augment. We expect the individual to have a relevant professional discipline but we are open minded regarding what this discipline is. It is highly desirable that they have experience of working closely as part of multi-disciplinary teams to deliver heat networks.

Knowledge, Skills & Experience

- Commercial experience and a proven track record of developing and delivering heat networks is highly desirable but not essential.
- Expertise as regards developing and delivering the commercial arrangements and structures of programmes and projects.
- Experience of developing procurement strategies and approaches for programmes and projects.
- Broad understanding of the policy, regulatory and economic drivers in relation to heat networks but also across wider infrastructure asset classes.
- An appreciation of the financial mechanics of corporate structures/models and transactions.
- Expertise of working collaboratively within small, multi-disciplinary teams.
- Experience of contributing to innovative ideas and their delivery.
- Experience of working with senior stakeholders and decision makers.
- Experience interfacing with both the public and private sector.
- Ability to communicate complex concepts to stakeholders, clearly and concisely, in written and verbal form.
- Self-starter with the ability to manage competing priorities over numerous workstreams to strict deadlines.
- Experience of dealing successfully with complex organisational issues, stakeholder & change management and brokering collaboration between organisations.
- Experience of working successfully across organisations with senior personnel and decision makers.

Competencies

- **Commercial Focus**
The ability to use sound business practices and commercial principles in all areas of responsibility, to achieve key business drivers.
- **Drive for Results**
The drive to put energy into achieving results and take action to exceed goals and expectations. This includes being courageous in striving for continuous improvement and taking calculated risks to pursue opportunities to deliver results more effectively and efficiently.

- **Impact and Influence**

The ability to convince, persuade or influence others towards a point of view. It is about working collaboratively with others to gain commitment to a course of action, idea or vision.

- **Decision Making and Judgement:** Can generate alternatives, before making a decision or taking action, considering the risks associated with each option and selecting the option that has the best balance for risk and reward.

- **Enabling Change**

The ability to plan to make a specific change or to put into practice a programme of change. It involves developing a strategy to make the change that is needed, taking note of barriers, risks and the need to put appropriate monitoring and communication systems in place.