

## **Employment opportunity: Business Development Consultant and Carbon Footprint Assessor**

The Green House ([www.tgh.co.za](http://www.tgh.co.za)), based in Cape Town, is seeking to recruit a business development consultant and carbon footprint assessor to join their growing team. The primary role of the consultant will be to launch an international carbon footprint certification and verification brand in the South African market. What sets this certification apart from others in the market is the requirement to demonstrate improvement. Organisations that set and meet carbon reduction targets benefit from reduced energy costs, enhance their brand reputation and mitigate against regulatory risk.

### **Main duties and responsibilities:**

Responsibilities include activities related to marketing, developing and maintaining client relationships:

- Develop a detailed marketing strategy including sales forecasts and budgets, client identification and research;
- Approach prospective clients, present proposals and close sales (travel is required);
- Develop and maintain excellent client relationships;
- Maintain communication with key contacts within client organisations, with the international partner, with third party organisations and internally;
- Launch the brand locally within timescales and to budget;
- Give technical and general presentations on the certification and verification products;
- Adapt existing marketing material to meet local needs and requirements; and
- Monitor activity against targets and preparation of monthly marketing and sales reports.

In addition, and depending on their level of technical expertise, the consultant will be responsible for the project management of all carbon footprinting certification and verification activities. A strong technical background is preferred, although training will be provided. Responsibilities here include:

- Developing an appropriate management system that aligns with ISO 14065:2013 (Greenhouse gases - Requirements for greenhouse gas validation and verification bodies for use in accreditation or other forms of recognition);
- Quoting and contracting with the customer to undertake the work necessary for assessment;
- Coordinating and performing assessments and/or managing TGH assessors;
- Completing assessments, verifications and reports to a high standard; remaining independent and impartial; and
- Provide remote and on-site technical feedback and advice to customers regarding the outcome of assessments.

The above job description will be subject to review in the light of changing circumstances and may include other consulting duties and responsibilities as may be determined in consultation with the candidate.

**Qualifications and experience:**

Applicants who meet the following requirements are invited to apply for this position:

- A degree in either a business or a technical field;
- At least six years of professional experience in an energy, engineering or environmental role, and which should include recent business development experience;
- Experience in GHG quantification, verification, auditing and knowledge of GHG policies, regulations, programs, registry requirements, protocols and standards would be advantageous;
- A successful track record in business development including the identification, planning and implementation of projects;
- Well presented with strong interpersonal, influencing and negotiation skills;
- Strong affinity for teamwork, but also the ability to work independently and undertake individual initiatives;
- Excellent technical, project management, client management, presentation and organisational skills, with ability to meet strict deadlines and to set and adjust priorities;
- Existing professional networks advantageous;
- Commitment to undertaking Continual Professional Development (CPD) in the low carbon and energy fields; and
- Motivated by the prospect of contributing positively to climate change mitigation in South Africa and driving the green economy.

The opportunity is initially a contract position for a period of 1 year, and will be extended providing sales targets are met and sufficient potential is identified in the market for growth of the product. The remuneration package will include a basic salary and a commission on sales and will be in accordance with the experience and skills of the candidate.

**How to apply:**

Please send your CV together with a covering letter that details how your experience and skills meet the requirements listed above, as well as your salary expectation, to [jobs@tgh.co.za](mailto:jobs@tgh.co.za). Please note that if you have not heard from us within 7 days of the closing date your application has been unsuccessful.

**Closing date: 30 September 2013**