



Intermediate Technology Consultants (ITC) Job Specification

JOB TITLE: Senior Consultant, Rural Energy
RESPONSIBLE TO: ITC Managing Director

JOB PURPOSE

- To delivery high quality technical consultancy in the international rural energy sector and to effectively manage international projects, thus contributing to the profitable development of ITC.

JOB FUNCTIONS AND RESPONSIBILITIES

- To contribute to the achievement of ITC's business strategy by undertaking and managing work in the rural energy sector.
- To manage international projects ensuring commercial and efficient delivery maximising profit generation.
- To win new work from international donors and commercial organisations using established networks and business development skills
- To contribute to the development of a growing programme of high quality work of research and consultancy.
- To take responsibility for specific business development, research, marketing and business management activities as agreed with the Managing Director.
- To represent ITC and ITDG/Practical Action at international meetings.
- To achieve the agreed targets for billable consultancy work as a member, project director or project manager of project teams.
- To negotiate with and manage sub contractors
- To write winning proposals

- Authoring and commissioning articles for publication based on a synthesis of project experience.
- To ensure that ITC contributes effectively to ITDG's overall mission through the growth and quality of its consultancy and research.
- To undertake any other tasks as assigned by the Managing Director.

Overseas travel will be necessary, according to project requirements.

KEY SKILLS, KNOWLEDGE AND EXPERIENCE

- Excellent communication skills across cultures
- At least 10 years relevant work experience
- Fluency in written and spoken English essential, Spanish and French would be an advantage

Rural Energy - technical

- Rural electrification (on/off grid)
- Renewable energy (solar, pv, micro hydro, thermal)
- Energy efficiency

Rural Energy – economic

- Financial mechanisms and management
- Economic strategy and justification
- Demand management, tariffs and subsidies
- Social inclusion

Project Management

- Management, reporting and delivery of short, medium and long term international projects across a range of disciplines
- Financial abilities in accurately reporting on project performance during the project lifecycle

Business Development

- Successful track record in winning work from donors and an established network of contacts
- Ability to write winning proposals

KEY BEHAVIOURAL COMPETENCIES

Drive for results

Seeks better ways of doing things, improves on status quo, creates energy and enthusiasm. Willing to take ownership to exceed expectations.

Decision making

Takes timely decisions. Knows when to consult and when to proceed. Follows through on implementation. Communicates decision.

Knowledge management

Able to synthesise information, learns and shares with others. Recognises value of sharing knowledge and takes personal responsibility for doing so.

Managing people

Provides clarity and direction to the team and delegates authority with responsibility. Is able to manage performance effectively. Solicits and values input from others.

Initiative

Able to respond effectively to the unexpected. Is biased towards taking action, having identified current or future problems or opportunities.

Influencing

Identifies key people in decision process. Is able to deploy a range of approaches, and can select the appropriate style for a situation. Has a robust network of contacts. Works for win-win in resolving differences.

Team work

Works co-operatively with others as opposed to working separately. Is aware of issues that may affect the work of others. Shares ideas and information to find the best way.