



We're Hiring!

Title	Energy Manager
Reporting To	SVP Operations
Location	Dubai, UAE
Job Type	Unlimited
Start Date	July 2020

ABOUT YELLOW DOOR ENERGY

Yellow Door Energy is the leading sustainable energy partner for businesses, serving commercial and industrial customers in the Middle East and South Asia. The company's solar and energy efficiency solutions enable businesses to reduce energy costs, improve power reliability and lower carbon emissions. Yellow Door Energy's shareholders include the International Finance Corporation (IFC), Mitsui, Equinor, and APICORP. www.yellowdoorenergy.com

JOB DESCRIPTION

Yellow Door Energy is looking for a Demand Manager to join our team and support the company's strategic growth. The ideal candidate will be excited about bringing energy efficiency solutions to businesses in the Middle East, South Asia and Africa. She/he will report to the SVP Operations and will work closely with all teams across the organization.

The Demand Manager will have therefore the following main functions:

1. Support in defining the Strategy for the Demand Management Business;
2. Develop and implement Energy Efficiency Products/Solutions to support YDE Business Development Management Team with their clients;
3. Develop commercial relations with ESCO Experts and Consultants, Equipment providers, ESCO Contractors and O&M Contractors to improve the robustness of the provided solutions;
4. Research and develop integrated energy management solutions;
5. Integrate energy storage solutions to enhance projects demand management capability.

JOB RESPONSIBILITIES

- Design and decide which solutions to adopt in each project;
- Support our Business Development Managers with their customers;
- Read and prepare Business Models with all the ECMs;
- Run Operational Risk Assessments for the projects;
- Run Energy Audits and define Facility Energy Improvement Measures;
- Manage O&M Contracts for ESCO projects;
- Perform energy analysis of implemented energy efficiency measures, using standard or predefined tools and methodologies;
- Evaluate third-party energy audits and energy efficiency technology studies;
- Conduct walk-through inspections of facilities and interviewing facility owners/managers to identify opportunities for energy savings or validate previously submitted energy efficiency measures, and prepare a written analysis of findings and recommendations of improvement to clients;

- Work closely with customers at their facilities to coach them on finding and eliminating energy waste with energy using systems;
- Perform QA/QC activities, leading pre and post-installation energy efficiency inspections;
- Work with outreach staff to establish and support an appropriate level of technical assistance required for project evaluation;
- Determine cost-effectiveness of the identified energy efficiency measures;
- Identify energy efficiency technologies, energy savings studies and financial analysis to support the development of prescriptive measures;
- Support in project coordination, including financial and savings forecasting assistance, workflow management, status reporting, database and project file maintenance. Close interaction with project manager and team members to meet project deadlines and budgets;
- Conduct investment-grade energy efficiency studies at commercial and industrial facilities including performing all required analysis and drafting reports describing capital opportunities;
- Assist clients on identifying the highest energy-consuming equipment they have (lighting, HVAC, hot water systems, envelope, integrated design, building automation systems, process, motors, ventilation, compressed air and other equipment) and how it affects utility consumption and demand;
- Develop and lead presentations promoting energy efficiency at various conferences, community events, or professional organizations.

These responsibilities are subject to change depending on the needs of YDE. There may be a need for travel to support country offices, within the scope of the role in YDE.

YOU...

- Mechanical Engineer (with specialization in Thermodynamics) or Electrical Engineer with knowledge on HVAC, Boilers and Water Treatment preferred;
- Proven experience in the ESCO market, with > 5 Years (8 Years Preferable), and working in the GCC (where experience in GCC weather allows a clear awareness of the impact on the HVAC Systems);
- Have a very good network of ESCO Providers, ESCO O&M Contractors, Equipment Manufacturers;
- Have a strong technical background with commercial skills;
- Be completely comfortable with HVAC, Boiling Systems, ESVs and Lighting systems;
- Have a strong knowledge of leading teams which enables him/her to support the growth of the company;
- Have strong attention to detail, good analysis and interpretation capabilities;
- Be organized, available and with a high sense of responsibility;
- Be a self-starter, able to manage stress and work under pressure;
- Be resilient and proactive;
- Have very good teamwork skills;
- Experience with Microsoft Office, field auditing tools, CRM systems and tracking databases.

WE...

- Provide a competitive compensation and benefits package, challenging projects, fun working environment with great colleagues
- Have a passion for improving the environment and helping businesses grow in a sustainable manner
- Work hard because we believe in what we're doing
- Believe in the power of positive energy, self-awareness, intellectual honesty & empathy
- Enjoy growth phase businesses where we can have a strong impact on its direction

HOW TO APPLY

Please email your **letter of motivation** and **updated CV** to careers@yellowdoorenergy.com by 04 June 2020 with the subject title "Energy Manager - Dubai".

We thank all candidates for their interest in Yellow Door Energy. Only shortlisted candidates will be contacted.