

Commercial HVAC Consultant

Based in Edinburgh, Cambridge, London

The Opportunity

LCP Delta is seeking a **Consultant** or **Senior Consultant** specialising in **Commercial HVAC** who can play a key role in our consultancy business and support our future growth. The decarbonisation of residential heat is a large focus of LCP Delta's services and we would like to build on this to expand our offerings to cover the commercial sector too. This role is an exciting opportunity to leverage on LCP Delta's current client base, capabilities and expertise to grow an offering in the commercial HVAC space. There is some flexibility to the focus of this role but the opportunity exists around a number of topics related to the commercial sector: heat, ventilation, comfort cooling, building energy management systems and related services.

This is a great opportunity to:

- Develop, manage and deliver leading-edge HVAC projects focused around the commercial sector across Europe
- Build and develop a pipeline of commercial HVAC consulting projects leveraging on relationships with a range of industry players
- Become a recognised thought leader in this space

Your role will involve:

- Leading consulting business development activities in the commercial heat space, drive our position on how we make a difference for clients in this area and develop a pipeline of consulting opportunities for LCP Delta. Projects are likely to:
 - Focus on market analysis and landscaping, understanding commercial customers, business case analysis, supporting our clients with strategic opportunities in the commercial HVAC sector (see example projects below).
 - Be for a range of clients including HVAC manufacturers, energy suppliers, energy service companies, Government, investors, etc.
 - Focus on a range of heating technologies and building energy management systems, with opportunity to also grow our offerings into comfort cooling and ventilation.
- Leading and writing consultancy proposals
- Managing consultancy projects (mix of large and small, usually more than one at the same time)
- Managing input from others within the team to effectively deliver projects and proposals
- Conducting in-depth research and analysis, including qualitative and quantitative methods
- Providing expert insight and opinion on commercial heat to clients and internal colleagues
- Delivering reports and engaging content to our consultancy clients, including delivering presentations

- Close working with the Heat Subscription Research team and a range of other internal colleagues
- Building and maintaining relationships with industry players and working closely with clients, developing client relationships
- Supporting marketing activities around the commercial HVAC sector
- Supporting other projects in the consulting team outside of the commercial HVAC space as required, particularly around residential heat and business models (e.g. energy-as-a-service) for C&I customers

Consulting Analysis Team

LCP Delta's consultancy team provides support to a range of our existing research clients and new clients. We have delivered projects for over 100 organisations covering network companies, energy suppliers, policy makers (associations and Government departments), manufacturers, technology companies, investors and new entrants. Our consultancy work covers the following main areas

- Market analysis and forecasts
- Propositions and customer research
- Strategy and innovation
- Energy demand forecasting and modelling
- Supporting clients make effective strategic decisions and innovate for competitive advantage
- Technology and Product analysis

Through working closely with our research team, we can deliver high value consultancy using the latest market insights. In the commercial heat space, possible projects could include:

- Data and insights for an energy supplier on commercial heating / cooling to support business planning
- Strategic support for an energy services company looking to expand into the commercial HVAC space
- Identifying opportunities for various business models in the commercial HVAC segment
- Market analysis on the European HVAC market for a global manufacturer
- Identifying key growth areas for non-residential heating / cooling
- Assessing gas demand for the commercial sector for a gas network operator
- Market sizing for the commercial heat pump market in Europe for an energy supplier
- Identifying sales opportunities for electric boilers in Europe in the commercial sector
- Customer insight and customer segmentation for the commercial sector
- Competitor analysis around HVAC controls and building services

Requirements and Qualifications

If you've got the right skills for the job, we want to hear from you. We encourage applications from the right candidates regardless of age, disability, gender identity, sexual orientation, religion, belief or race.

For this position, you will be able to demonstrate:

- At least 3 years' experience of working in the commercial HVAC space. Experience in either a consulting / market research setting, or within industry (e.g. HVAC manufacturer) would be highly desirable.
- A solid understanding of commercial heating / comfort cooling / ventilation technologies and services. This should include a solid understanding of the technologies and the market landscape (such as the key players operating in this space). Insight into HVAC customer propositions focusing on various commercial segments would be an advantage.
- Strong existing network within the HVAC industry and excellent relationship-building skills. We anticipate the role to involve developing relationships with new industry contacts, including attending events, and managing relationships with existing clients.
- Experience of undertaking – and preferably leading – business development opportunities.
- Excellent project management skills and experience in leading teams to deliver projects.
- Excellent interpersonal and communication skills, and a team player.
- Thought leadership and strong analytical skills – an ability to simplify complexity.
- Ability to manage a varied workload and multiple deadlines, with good organisational skills.
- Language skills (other than English) would be desirable given the nature of our research is pan-European.
- Experience in conducting and managing market research projects would be desirable.
- Research methods include face-to-face and telephone discussion with industry experts and other professionals, and desk-based research.

About LCP Delta – Experts in New Energy

Founded in 2004 and based across the UK, France, Norway, the Netherlands and beyond, LCP Delta provide data-driven research, consultancy, technology products and training services to companies investing in and navigating the energy transition.

LCP Delta was formed through the merger of Delta-EE and LCP Energy to bring together deep generation and consumer-side expertise, to provide our clients with a single partner to help them on their journey and provide them with a 360° view across the energy spectrum.

We are a diverse team from a variety of backgrounds including engineers, data analysts, environmentalists and more. All of us want to make a difference to the energy transition and accelerate the path to a low carbon future.



What is in it for you?

Creating a great company culture and being a place that people love to work is very important to us; we are a collaborative, inclusive and friendly team.

As well as joining a fun, collaborative, and people orientated organisation where your personal and professional skills will be developed to make you the best you can be, we offer an attractive benefits package designed to promote your overall wellbeing so that you are able to perform to your full potential both in and out of work.

We continuously strive to build an inclusive workplace where all forms of diversity are valued, including age, background, disability, gender, gender identity, gender expression, race, religion, or sexual orientation.

Application

If you wish to apply, please do so as soon as possible by submitting your CV and a **short covering letter** (less than 250 words) via our careers page: www.delta-ee.com/careers