



GHA Business Development Associate and BPN Network Lead [Joint position]

Job Description

September 2023

About the role

The Good Homes Alliance has recently expanded to cover two new pieces of work:

1. Development of the [Welsh Zero Carbon Hwb](#) (3-year contract).
2. Hosting of the [Building Performance Network](#).

Due to this continued growth, we are seeking an entrepreneurial **Business Development Associate** to support the GHA Programmes Director, as part of the GHA's small but impactful team. They will also have a hands-on role with a particular focus on the development of new, and growth of existing, workstreams.

The role could also include working with Building Performance Network to manage and support their BPE workstream and Pioneer Network as **BPN Network Lead**. Experience of building performance evaluation would be desirable for this role.

Applicants would be welcome to cover both GHA and BPN activities, or we would consider applications for either part of this role separately. Please indicate which parts of the role you would seek to cover, when you apply.

Specific tasks are likely to evolve, but include:

1. Recruitment of new members. This is a priority.
2. Liaison with existing members and potential members.
3. Support of: (via membership recruitment, strategic planning)
 - a. all GHA networks, Vanguard/Pathfinders/BPN/SME Developers.
 - b. development of BPE workstream, including providing BPN representation on the Future Homes Hub BPE workstream.
 - c. Potential development of a retrofit workstream.
4. Identifying growth opportunities via research, collaboration, projects, commercial opportunities.
5. Managing and supporting the BPN Pioneer network, the Advisory Panel and its membership.
6. Bid writing (as part of a team).
7. Advocacy via forums and speaking opportunities.
8. Assisting team with development and supervision of research projects.
9. Assisting team with development and supervision of education events.
10. Inputting into GHA Marketing & Development activities, including, press/pr and other marketing activities.

Experience

- Relationship management including membership and stakeholder engagement
- Proven success of business development within the building innovation sector
- An understanding of building performance
- Communication expertise and public speaking
- Facilitation of meetings and workshops
- Research & project management
- Advocacy and representation
- Funding and campaigns

Contract arrangements:

The contract could be on a self-employed basis or via a PAYE contract. It is envisaged that the role will start as part time for 4 days per week and will be home based (one day is assumed to be approximately 8 hours). Travel expenses will be paid.

The appointment will initially be for 12 months with review points at month 3 and 10 or earlier, where the contract could be extended.

Salary is proposed as £45,000-£50,000 1.0 FTE (Pro rata for 2-4 days) dependent upon experience.

We are open to part-time, flexible working or job share arrangements. The role may also be well suited to a secondment opportunity.

We would welcome any applicants to apply who would just like to take on either the GHA or BPN role part time (2 days pw each).

For an informal chat please arrange via email:

GHA - Julian Brooks, Programme Director julian@goodhomes.org.uk

BPN - George Martin - george@building-performance.network.

Applications:

Please send a covering letter and CV via email stating your reasons for applying and why this role is of interest to you:

Julian Brooks, Programme Director - julian@goodhomes.org.uk.

Application deadline - Friday 29th September 2023. Interviews will be held during early October 2023 with a proposed start date ASAP in Autumn 2023.

Background to the Good Homes Alliance (GHA) and Building Performance Network (BPN):



The Good Homes Alliance (GHA) has been set up to transform the way we undertake new house building, and how we improve, monitor and measure high performance net zero homes in the UK. The GHA works to make a step change in practice by proving that it is possible to change mainstream practice by building large numbers of exemplary homes in exceptional communities in a commercial way; we provide forums and support for those who are determined to build to net zero standards now. The GHA actively promotes this way of doing things through research, events, campaigns, PR, seminars, education programmes etc, and will seek to influence government, landowners and other influential people and bodies to normalise this change through best practice, legislation, guidelines and financial incentives.

The GHA delivers its aims through the following activities:

- New homes – delivering, through members, high performance, net zero homes on the ground.
- Performance measuring/monitoring – ensuring that buildings perform on energy, health and carbon as intended via performance evaluation, measurement and monitoring.
- Education – research and learning events to improve knowledge among members and the wider community e.g. designing healthy, adaptive homes with excellent indoor air quality.
- Campaigning – for rules, regulations, policy and specifications that will encourage the delivery of good homes.
- Marketing/PR - promotion of the benefits of and need for exemplary homes in the UK.

Our key themes that describe GHAs mission include:

1. Net zero & Future Homes
2. Healthy Homes for occupants
3. Alternative housing models
4. Quality and performance measurement
5. Planning, biodiversity and place-making

The GHA actively runs various programmes as follows:

- Vanguard Network – for Local Authorities on the journey to net zero
- Pathfinder Network – for Housing Associations on the journey to net zero
- Developer Network – for SME developers on the journey to net zero

<https://goodhomes.org.uk>



The Building Performance Network (BPN) is also hosted by GHA and strongly complements the GHA them on Quality and performance measurement. It works to bring together individuals and organisations with an interest in improving building performance in operation. It is founded on the principles of integrity and robustness to ensure that it remains credible and authoritative.

The BPN has the following key objectives:

- Bring people together with an interest in building performance
- Understand how building performance data is collected and analysed to ensure members have reliable data on which to base their decisions
- Move forward the practice of building performance evaluation to make it accurate and usable for the sector
- Share and make members aware of a wide range of studies undertaken in the UK and create a data-sharing platform to move the building performance agenda forward
- Use data to influence change in policy, procurement and practice

BPNs ambition is to focus on how to “do” performance measurement and how to share and access data that would in turn support and help others.

<https://building-performance.network>