

Position Title	Senior Consultant - Economics
Business Unit	Commercial
Manager	General Manager Commercial
Direct Reports	N/A
Location	London, UK or Brussels, Belgium
Role type	1.0 FTE
Significant relationships	<p>Liaise and engage with:</p> <ul style="list-style-type: none"> ■ Client Engagement team to undertake delivery of fee for service work and sell thought leadership outputs; ■ Advocacy team to promote thought leadership outputs; and ■ Commercial team, Members and clients to deliver commercial outcomes.

Position purpose

The Senior Consultant - Economics operates globally and is responsible for delivering thought leadership and fee for service work to achieve revenue targets.

Key responsibilities

- Contribute to growth of the Institute's commercial business by contributing to the development of proposals for fee for service work and participating in business planning activities
- Provide market-valued, authoritative insights and analysis to Members and clients by maintaining and using deep knowledge of CCS technology, markets, trends, industry practices, regional, global and subject matter developments
- Produce, edit and publish materials about CCS issues, conveying information appropriately for intended audience and medium
- Deliver high-quality work products to meet and exceed expected timeframes, budget (costs and margins) and Member and client satisfaction
- Provide expertise and support for advocacy activities, including thought leadership outputs
- Other duties as required

Skills and experience

Essential

- Strong technical writing skills
- Advanced knowledge of economics as applied to energy and climate change
- Demonstrated capability and experience in developing or maintaining energy/economic models
- Demonstrated ability to interpret and understand the economic impacts of actual or proposed policy.
- Relevant tertiary qualification

Desirable

- Demonstrable commercial acumen
- Experience working in a global organisation with a matrix structure

Values

Our Values define our culture and guide us internally in our day-to-day work. Each Value is supported by examples of positive and negative behaviours. These are examples only and not an exhaustive list of supporting behaviours.

<p>Quality - We strive for excellence in all that we do. For our Members and clients, we are a trusted, knowledgeable and responsive partner known for exceptional advice and service delivery.</p>	
<p>Positive behaviour examples</p> <ul style="list-style-type: none"> — Achieves high standards — Improves the way things are done — Work is accurate and timely — 'Gets under the skin' of issues and seeks ways to add value — Uses systems effectively e.g. CRM — Allocates resources appropriately towards achievement of the Institute's objectives — Shows awareness of task interdependencies and monitors tasks to ensure optimal results 	<p>Negative behaviour examples</p> <ul style="list-style-type: none"> — Misses deadlines — Produces limited or poor quality work output — Work includes inaccuracies or errors — Unresponsive to requests or responses not timely — Provides only what is asked for, without considering requests within broader context — Uninterested in needs of others or improving service performance — Focuses on tasks in isolation, at the expense of other work
<p>Collaboration - We work cooperatively with colleagues, clients and Members. Our teamwork goes beyond organisational and geographic boundaries to achieve exceptional results.</p>	
<p>Positive behaviour examples</p> <ul style="list-style-type: none"> — Proactively and genuinely collaborates with others as a normal way of working — Actively engages with others on their input — Considers a range of perspectives before reaching a conclusion — Approachable and shares information willingly — Actively participates in discussions and is appropriately assertive and sensitive in expressing own opinion — Communicates effectively via appropriate channels — Communicates appropriately for the audience and situation 	<p>Negative behaviour examples</p> <ul style="list-style-type: none"> — Works in isolation, in silos or competitively — Unwilling to collaborate or share information — Limited or no communication to manage expectations — Solicits input late, after a decision has been made or not at all — Feels threatened by those with greater or different knowledge or experience — Undervalues expertise of others — Communication is not tailored to the audience — Unable to convey complex information simply — Communication is ineffective or culturally inappropriate
<p>Integrity - We hold ourselves and each other to the highest standards in all we do and say. Our actions and communications are Member and client-responsive, socially, environmentally and economically responsible, ethical and respectful of diversity.</p>	
<p>Positive behaviour examples</p> <ul style="list-style-type: none"> — Complies with Institute policies and procedures — Is honest and ethical — Respects backgrounds and expertise of others — Treats people fairly, equitably and respectfully — Leads by example – 'walks the talk' — Conveys difficult messages effectively and appropriately 	<p>Negative behaviour examples</p> <ul style="list-style-type: none"> — Takes risks without understanding or considering the impact — Blames or makes others responsible for a problem they should deal with themselves — Operates in a political and self-serving manner — Sees cost management as someone else's responsibility — Avoids tough conversations — Tackles sensitive issues in a public forum where others can overhear — Spreads gossip and speaks unkindly about others