Position Title | Senior Consultant Economics
---|---
Business Unit | Commercial
Manager | Principal Consultant Policy, Legal and Regulatory
Direct Reports | N/A
Location | London, Melbourne, Washington DC or Houston.
Role type | 1.0 FTE, ongoing

**Position purpose**

The Senior Consultant Economics operates globally and is responsible for providing member services, producing thought leadership, supporting advocacy activities and delivering fee for service work to achieve revenue targets.

**Key responsibilities**

- Deliver consultancy services to clients, at the agreed utilisation rate, contributing to overall revenue targets
- 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
- 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
- Maintain and comply with commercial related system process and procedure requirements, such as accurate and timely data input
- 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.

<table>
<thead>
<tr>
<th>Quality</th>
<th>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.</th>
</tr>
</thead>
</table>
| **Positive behaviour examples** | — 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 |
| **Negative behaviour examples** | — 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 |

<table>
<thead>
<tr>
<th>Collaboration</th>
<th>We work cooperatively with colleagues, clients and Members. Our teamwork goes beyond organisational and geographic boundaries to achieve exceptional results.</th>
</tr>
</thead>
</table>
| **Positive behaviour examples** | — 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 |
| **Negative behaviour examples** | — 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 |

<table>
<thead>
<tr>
<th>Integrity</th>
<th>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.</th>
</tr>
</thead>
</table>
| **Positive behaviour examples** | — 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 |
| **Negative behaviour examples** | — 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 |