



<b>Vacancy Information</b>	<b>Job Title: Energy Consultant</b>
<b>Business Unit:</b> AEA Mediu Consulting SRL	<b>Location:</b> Bucharest office

**Role purpose:**

AEA Technology plc is a leading international consultancy delivering outstanding technical advice, policy support and project/programme management services. With unrivalled sector insight and a reputation for producing innovative solutions from development through to implementation, we offer a stimulating and rewarding environment in which to work.

AEA Mediu Consulting SRL is the Romanian subsidiary of UK based AEA Technology PLC (www.aeat.com), acting in the field of consultancy for environment and energy. We're experiencing an exciting period of growth, which means, for you, there couldn't be a more proper time to join us and make your mark.

So, we are looking to hire Senior Consultants with energy background to help us achieve our targets. Our focus will be on energy generation and energy efficiency. The purpose of the job will be:

1. To support the development the Company's business in Romania.
2. To deliver and help develop environmental projects in Romania and the region.
3. To develop a network of public and private sector contacts and build upon these relationships to increase business.

**Key accountabilities for this post:**

AEA works with a wide range of government and private customers, local or international (i.e local and central Romanian government or EU, EBRD etc). To be successful in the role, the post holder will have the ability to:

1. Carry out business development activities in the field of specialization, including liaison with customers and potential customers.
2. Co-ordinate and provide written content and technical analysis for the preparation of bids and reports, including detailed proposals and expressions of interest.
3. Maintain a detailed and up to date knowledge of energy policies and developments.
4. Manage small and medium sized projects.
5. Work effectively as team member on a range of projects.
6. Present information to colleagues and customers.
7. Provide support and guidance to less experienced members of staff.

**Key success criteria:**

To be successful in this role, the post-holders will have the ability to:

- Develop positive relationships with public sector and private sector customers.
- Provide industrial systems and industrial energy efficiency consultancy services.
- Undertake detailed energy efficiency audits of industrial facilities reviewing both facilities and process efficiencies, e.g. motor driven systems use.
- In addition the consultant will help deliver projects that support the development of government policies related to energy efficiency.



- Contribute to the development of high quality tender documents to win new work.
- Work effectively with both junior and more senior colleagues.
- Generate and maintain a positive image of AEA amongst customers and other stakeholders as a flexible, responsive and well-connected business.

**Essential requirements:**

- Experience in energy auditing, improvement identification and feasibility in the relevant sectors/technologies.
- Statistical analysis, simple market size modeling.
- Demonstrable industrial or consultancy experience of industrial systems, automation and control
- Degree in either Mechanical or Electrical Engineering or equivalent
- Knowledge of the marketplace where the relevant technologies operate
- Ability to advise customers and facilitate meetings as appropriate
- Excellent customer focus - capable of a good level of customer liaison and being an effective representative for the company, whether by demonstrating their technical expertise or by direct sales work and proposal preparation.
- Able to work effectively on own initiative
- Experience in working with private sector is desirable.
- Fluent in English
- Effective oral, presentation and written communication skills; good report-writing skills
- Experience of leading project teams
- Effective and pro-active team worker, capable of supporting and developing peers and subordinates
- Project management experience – managing complex local/international projects and proposals
- Highly numerate, logical and analytical, attention to detail
- Ability to use word processing software and spreadsheets

**Applications - Please apply by sending your letter of intention and CV in English language to [aemediu@aeat.co.uk](mailto:aemediu@aeat.co.uk) or by fax at 021 315 1478, no later than 1 August 2008.**

The AEA group will not discriminate on the grounds of: race, colour, ethnicity, marital status, sexual orientation, gender (including gender re-assignment), religion or philosophical belief, disability, age, caring responsibilities, spent convictions or any other factors not relevant to our work.