



Graham Beresford reflects on his career path in Energy Management

The Energy Managers Association aims to encourage and enable more professionals

to enter the world of energy management and environmental roles. Being an energy manager may not seem like the most obvious career for many. The EMA has taken on a challenge of changing the perception of energy management, by raising the sector's profile and sharing its members' — leading energy managers — insights into their career progress and achievements.

In this issue, we have asked Graham Beresford, Energy Manager at Crosslane Energy Services about his career and views.

When did you first hear the term 'Energy Management'?

In 1986, I was working in Dundee for a fuel poverty charity providing energy efficiency advice to low income households, where the emphasis was on installing low cost energy efficiency measures such as draught proofing and loft insulation in predominantly council properties. Little attention was given to providing householders advice on reducing energy consumption through good housekeeping and that's where I first came across this term.

What made you choose energy management as a career?

While I was working in Dundee I was introduced to John Goodfellow, Dundee City Council's Energy Manager, who took the time to explain his job and the importance of energy management. John's passion immediately convinced me and this has been strengthened throughout my career, right up to today where the importance of effectively managing energy across Crosslane's 3,100 student accommodation beds in the UK and continental Europe keeps me driven.

How did you progress through the profession to your current role?

A year later, in 1987, I worked as Assistant Energy Manager for Renfrew District Council, gaining experience of Monitoring and Targeting (M&T) and Building Management System (BMS) control. In 1990, I then moved to Langbaugh-on-Tees Borough Council, to take up the new position of Energy Manager for their public buildings and later expanded to include their social housing property portfolio.

I then set up new energy management teams at Stockton-on-Tees Borough Council and Aberdeenshire Council before doing the same in the private sector in 2006, for a major property company based in Manchester, Bruntwood Estates. These were focused on their commercial

property portfolio and later expanded to their residential housing portfolio. After a couple of successful years, I moved to the Mansion Group principally to set up a facilities management division for their UK student accommodation assets and then from there to Makro Wholesalers, both of which focused on energy management. After three years at Sanctuary, the largest housing association in the UK with over 100,000 residential properties, I left to work with my current employer Crosslane Group, who specialise in acquiring, developing and managing purpose-built student accommodation in the UK and Europe. I am currently working on a new proposition which will significantly reduce the energy costs for student accommodation and private landlords. My 30 years of experience managing energy use in public and private sector commercial and residential housing properties has given me a unique perspective on how to overcome effectively the challenges property owners/operators face managing these types of properties. This new proposition I am working on with Crosslane will allow me to apply these skills and knowledge and help provide the best advice and solutions.

What is your biggest achievement to date?

I have been involved in energy management for almost 30 years managing and developing new energy management teams and systems for seven different organisations. My biggest

achievement and the one of which I am most proud, is securing European funding to refurbish a listed building in Stockton-on-Tees city centre to create an Energy Advice Centre to provide advice and assistance to the public on reducing energy consumption and saving energy. The refurbishment of the Energy Advice Centre included improving the energy efficiency of the property by installing energy measures such as low energy lighting, energy controls, condensing boiler and insulation. The biggest contribution was not the measures that we installed in the property, but the training of the staff to provide energy management advice to domestic households which resulted in a significant reduction in energy consumption and helped to reduce the incidents of fuel poverty in the area. Over the years this centre made a significant contribution to reducing energy consumption in domestic properties and acted as a role model for other energy advice centres around the country, experience which will also feed into my plans at Crosslane.

What is the best approach to attract new talent into energy management sector?

I fully support the Energy Managers Association's (EMA's) proposals to attract more women into the sector as I believe strongly that this is an area which could afford many opportunities for women and the industry would benefit significantly from more of their involvement. The best energy managers are those who can identify and solve problems and above all persuade others to help them.

What advice would you give to someone looking to become an energy manager?

I would recommend prospective Energy Managers gain a relevant qualification, such as that offered by the Energy Managers Association (EMA). But the best way is through gaining experience with an existing organisation. Over the years, many

of those I've employed as Energy Assistants or Data Processors went on to become Energy Managers or to make a career for themselves in the energy management sector.

What qualities should a good energy manager possess?

Beyond a natural interest in the industry, a real desire to make a difference within a firm that is keen to drive change is critical and the ability to recognise problems and provide solutions. Above all, never accept the status quo and always ask why.

EMA RECOGNISED ENERGY MANAGER

Rewarding Knowledge and Skills

Does the EMA Recognised Energy Manager status highlight your credentials as an energy manager?



Charlie Cox

"It is nice to have the official endorsement of the EMA, and I am sure that it will increase my profile both inside and outside of UHNM. My natural position is to think that it shouldn't matter what qualifications or recognition someone has, as long as they do a good job. However, in reality it is essential for an energy manager to be seen as credible by a broad spectrum of colleagues, in order to garner support for the important work that they do."



Dewi Day

"I believe that an energy management training programme like this is an important aspect of my career development and has helped broaden my skillset. I have learnt a great deal from the modules that I completed as part of this programme as well as other professional training courses. Shortly after gaining the EMA Recognised Energy Manager status, I was recognised as a star performer in my department at QinetiQ. I also believe that having a recognised energy management qualification can strengthen a CV and help future career progression."



Joel Kirby

"Absolutely, and this is one of the main reasons I wanted to become a Recognised Energy Manager. I would like to think that this also helps me to demonstrate competency to key members of staff within my workplace. It has not been long since I got the status, but it has helped from a confidence point of view if nothing else, knowing that your knowledge has been validated and that you do know what you are talking about."

ENERGY MANAGERS ASSOCIATION

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SUCCESSFULLY DEMONSTRATED THE KNOWLEDGE AND
SKILLS IN ENERGY MANAGEMENT.**