**Bianca Janossy**

[NDArt, BA(Hons)Arch, MA CIA, NDEA](http://www.currentarchitecture.co.uk/)

**Renewable Energy Consultant – Biomass, CHP, LED, Batteries, DSR, solar PV, Waste to Energy, Heat Pumps, Arch. Design**

The Flat, 9 Silver Street - Bradford-on-Avon**/**

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RIBA Part 1 qualified Architectural Designer with MA in Computer Imaging in Architecture. Thesis involved sustainability. Subsequent move into building a business since 2012 facilitating the uptake of renewable and energy solutions by companies in the UK. Telephone interviews, data analysis, site visits, coordination of affiliates, proposals, site parameters and decision makers, for technologies and clients of all types and scales.

**WORK EXPERIENCE**

**Renewable and Energy Saving Consultant with Business Development**

Beehive Energy Ltd. - March 2015 to Present

Sole Director

[http://www.beehiveenergy.co.uk/ Bradford-on-Avon](http://beehiveenergy.co.uk/index.php/survey)

Discussing energy saving upgrade possibilities over the phone. Specialising in Biomass CHP, moving into Gas CHP and DSR. Introducing clients to technology, Project Managers, Engineers, Suppliers, and Installers. Attending meetings. Collecting and analysing data. Working to satisfy the clients’ expectations. Developing viability calculators, marketing templates, CRM integration as key affiliates developed new offerings within their businesses. Responsible for 1-4 telesales reps.

**Renewable Energy Sales Consultant**

Smart Energy DIrect Ltd. - October 2014 to March 2015

Director and shareholder

http://www.smartenergydirect.co.uk/ Manchester, Bradford-on-Avon

Discussing energy saving upgrade possibilities, booking survey appointments. Helped with transition from residential to commercial customers, introducing LED, biomass, solar PV, heat recovery, waste to power, voltage optimization. Company closed after shareholders no longer involving themselves in the running of the business without relinquishing rights. I decided to open my own independent consultation business.

**Renewable Energy Sales Consultant**

Reality Renewables Ltd. - September 2012 to October 2014

Employee, then Director and shareholder

http://www.realityrenewables.co.uk/ Manchester

Discussing energy saving upgrade possibilities, booking survey appointments. Helped with transition from residential to commercial customers, introducing LED, biomass, solar PV, heat recovery, waste to power, voltage optimization. Company has moved into the global market with the help of recent investment.

**Arch. Designer, Construction, Investor**

Property Investment, Development, Landlord - October 2009 to April 2012

[http://www.wix.com/happybianca24/garden-studio](http://www.currentarchitecture.co.uk/Jalbum%20_output_directory/Current%20Architecture%20Ltd/Conservatory%20Garden%20Studio/index.html)/ High Wycombe

<https://airbnb.com/h/greenquarter>/ Manchester

Setting up of Current Architecture Ltd. Freelance draughting/ 3D visualization,

Planning applications. Property investment.

Built 17.5sqm freestanding studio myself, drawing plans, making 3D model, sourcing materials, mixing and laying foundations and block brickwork.

**Glade Festival, Whirl-y-gig, Conscious Pilot, Training**

Performance, animation, design, business training- December 2008 to December 2010

[Video Performance](http://www.currentarchitecture.co.uk/Jalbum%20_output_directory/Animated%20Logos/index.html)/ London / Westminster

[Web/ portfolio compilation](http://www.currentarchitecture.co.uk). / High Wycombe

Glade Festival VJ animation production & performance, Whirl-y-gig décor rigger, Conscious Pilot VJ and oboe musician.

Harrow In Business, Future Training College, BuildUp, property investment seminars.

**Architectural Assistant**

Architectural full time employment - December 2007 to November 2008

[PCKO Architects](https://www.ahr.co.uk/PCKO) / Harrow

[Llys Glas, Swansea's former central police station](http://www.currentarchitecture.co.uk/Jalbum%20_output_directory/PCKO%20Architects/Former%20Police%20Station%20Arts%20Centre/index.html) transformed into a mixed use community and business development with accommodation, workshops and restaurant facilities.

[Housing Design Awards Finalist, Thornberry Court](http://www.pcko.co.uk/word/lang/en/2011/07/housing-design-awards-2011-finalist-thornberry-court/). [Annedd Elderly Care Home](http://www.currentarchitecture.co.uk/Jalbum%20_output_directory/PCKO%20Architects/Annedd%20Elderly%20Care%20Home/index.html#aSWalesNewsletter2web.jpg), winner of [CIBSE South Wales Sustainable Project of the Year 2009](http://www.currentarchitecture.co.uk/SWalesNewsletter1web.pdf), staggered into the hilly landscape with green roofs, wood pellet biomass boilers, solar panels, underfloor heating, rainwater harvesting and photovoltaic cells including a PV artwork glazing element in the entrance foyer. A BREEAM 'Excellent' score is predicted. Drawings were resolved, brought through the planning, building regulations, working drawings with several detailed sections through and elevations of the building, specifications made, construction coordinates for S.E.s, large format compiled drawing packages.

**Animated Graphics and 3D Visualiser**

Guardian Angel IT Ltd - October 2006 to February 2008

Live VJ performances, equipment organising, transport & rigging, 2D/ 3D visualisation rendering, interactions with people, midi, live camera feeds.

**Architectural Assistant**

Architectural Full time employment - December 2004 to August 2006

[PCKO Architects](https://www.ahr.co.uk/PCKO) / Harrow

Production of all drawings & design for the highly rated [Domino House Childrens' Centre](http://www.currentarchitecture.co.uk/Jalbum%20_output_directory/PCKO%20Architects/S%20Bermondsey%20Children%20and%20Parents%20Centre/index.html), exceeding current regulations for thermal and acoustic performance; Skilled cross-referencing of AutoCAD drawings using MicroStation conversion, liasing with engineers, Hyde Housing and Southwark Council at site meetings. Massing studies through to highly detailed Sketch-Up visualisations, 3D Studio Max and Microstation for [Bangor University](http://www.currentarchitecture.co.uk/Jalbum%20_output_directory/PCKO%20Architects/Bangor%20University/Design%20Sheets/index.html#Bangor-Uni-perspective-Entrance-2.jpg) and [Haghill School conversion](http://www.currentarchitecture.co.uk/Jalbum%20_output_directory/PCKO%20Architects/Haghill%20School%20Renovation/index.html). Several [housing projects](https://www.ahr.co.uk/Residential) including; [eScape, winner of the Daily Mail British Home Awards and Leaf Award](http://www.currentarchitecture.co.uk/Jalbum%20_output_directory/PCKO%20Architects/eScape%20Housing/index.html), [Horns Cross, which received a Homes for Life silver standard](http://www.pcko.co.uk/word/lang/en/2011/01/stone-rise-horns-cross-design-for-manufacture-60k-house/). Also [Lingham Street](http://www.currentarchitecture.co.uk/Jalbum%20_output_directory/PCKO%20Architects/New%20Build%20Developments/slides/Lingham-Street.jpg), Barling Court and [Wyndham Road](http://www.currentarchitecture.co.uk/Jalbum%20_output_directory/PCKO%20Architects/New%20Build%20Developments/slides/Wyndham-Road.jpg) sites for Hyde Housing Association, designed as part of the family of flexible and adaptable volumetric units responding to the Government's RAPID programme to develop and demonstrate the innovative demountable method of construction, using off- site prefabricated modular construction and on site coordination elements. Experience of AB, CD, EF stages.

**EDUCATION**

**Energy Assessor**

City and Guilds

October 2009 to April 2010

**Start-Up Training**

[Harrow in Business](http://www.enterprisewellness.uk/)

**Build-Up**

[University of Westminster](https://www.linkedin.com/in/buildup/?ppe=1)

Retrofitting the Built Environment

Being Your Own Boss

Marketing

[**MA in Architecture**](http://www.currentarchitecture.co.uk/Jalbum%20_output_directory/MA%20Computer%20Imaging%20in%20Architecture/index.html)

University of Westminster - Westminster

September 2006 to September 2007

[**BA in Architecture**](http://www.currentarchitecture.co.uk/Jalbum%20_output_directory/BA%20Hons%20Architecture/index.html)

University of Greenwich - Greenwich

September 2000 to July 2003

**Art Foundation Course**

Portsmouth University

September 1998 to July 1999

**A-Levels in Art, Maths, Physics**

Heathfield GPDST School for Girls

1991 to 1998

ARCHITECTURAL SKILLS

Adobe Illustrator Photoshop, 3D Visualization 3ds Max, Maya, Cinema 4D, Microstation, CAD, animation, draftsman, interior design, architectural assistant, interactive, building, construction, property, energy, business, sales, modelling, video, photography, graphics

LINKS

<http://www.currentarchitecture.co.uk/>

<http://www.currentarchitecture.co.uk/Jalbum%20_output_directory/index.html>

<http://www.currentarchitecture.co.uk/FlashPageFlip_FreeVersion/Free_Version/MACI>

[%20%20A\_Thesis\_Report.html](http://www.currentarchitecture.co.uk/FlashPageFlip_FreeVersion/Free_Version/MACI)

<http://www.currentarchitecture.co.uk/Jalbum%20_output_directory/MA%20Computer%20Imaging%20in%20Architecture/Exhibition%20Presentations/Final/index.html>

<http://www.currentarchitecture.co.uk/ani_deg_lunar_club2.html>

<http://www.currentarchitecture.co.uk/ani_ma_sample_of_work.html>

<http://www.currentarchitecture.co.uk/conservatory_sketchup.html>

<http://www.currentarchitecture.co.uk/conservatoryfixed.html>

**ADDITIONAL INFORMATION**

Renewable energy consultation skills:

Telephone interviewing, documenting, energy usage analysis, proposal analysis, physical site analysis, cross-industry communication & facilitation, energy assessment, excel spreadsheet design, financial project analysis for funding, Management of CRM systems for staff, populating, updating, filtering, keeping up with call-backs, sales methods and presentation, affiliate and client vetting, gathering of information from wide affiliate and client sources to match viable client and affiliate propositions.

*PLEASE SEE BELOW FOR MORE DETAILED INFORMATION*.

Architectural and Design Technical Skills:

**2D & 3D Visualisation Software:** AutoCAD 2012, Sketch-Up 8, Revit 2012, Microstation V8 incl. GC, Cinema 4D, Maya, 3DS Max 2013, Vray.

**Graphics and Video Software:** Adobe CS5: Ill., PS, AE, ID, Dreamweaver Physical Interface Software: Arduino, Processing, Max/MSP and Jitter, Resolume 2.41, Ableton Live.

**Hardware:** Problem solving, fixing, supervision/ hands on building. Photographic & video cameras, A0 plotters, hard drive installations, microphones, projectors, audio/ video mixers, wiring, midi interfaces, components, sensors and physical interface boards.

**Other:** Ulead DVD Workshop, video codices, Word, Excel spreadsheets, file conversion and organisation, drivers, software/hardware installation antivirus/ firewalls, troubleshooting, specifying, electricals, manual labour, building reg’s, planning applications, energy assessment, sketching.

**RENEWABLE ENERGY CONSULTATION & SITE VISITS**

**What Type of companies?**

* Aerospace
* Heat Treatment Works
* Food Manufacturers
* Plastic, Rubber Manufacturers
* Timber Manufacturers
* Universities
* Sports and Leisure
* Hotel and Spas
* Golf Complexes
* Car Show Rooms
* Greenhouses
* Poultry Farmers
* Dairy Farmers
* Architects
* Social Housing Developers
* Councils

**Who Did I approach?**

* Corporate Social Responsibility Officers
* Health Safety and Environmental Officers
* Engineering Managers
* Operations Directors
* Managing Directors
* Financial Directors
* Owners

**How did I go about it?**

* Finding contacts on LinkedIn, then multiple emails to relevant contacts based on an email format given for one
* Email tracking and calling to resolve bounced emails, calling contacts to be referred to the people responsible
* Managing lead statuses, recording of call history, prioritisation in system, reminders
* Providing Information based on client’s interest/ needs
* Offering help with initial viability to ease a client’s understanding of the value in offered technology choices
* Asking for data in stages of detail to match client’s free time vs. growing awareness of the benefits in spending time.
* Returning sample redacted proposals from other clients in the pipeline
* Pre-qualification of company for funding options based on turnover and age
* Returning initial viability options subject to survey, with an explanatory email, including introduction to the next stages and the financial choices available: relative length of leases on different sized equipment before the equipment has paid for itself, relative revenue and paybacks due from different sized equipment subject to survey. Which size do they want? Let them see what is best for them for transparency.
* Organising site visits and attending with affiliate representatives
* During meetings, asking about data promised for meeting by client, probing into energy use at site, observations and questions while walking around the site, leading back to the client’s needs to make them feel heard and attended to, giving enticing examples of other clients we are helping and how any of the scenarios are similar with regards to the revenue opportunities.
* Discussing timescales within the business, paybacks required, short and long wins and the relative revenue opportunities, financial models to avoid capital outlay, explaining the need for exclusivity to bring in specialist engineers for some technology.
* Writing minutes, taking thorough photos, uploading into folders, recording outcome of meeting, notes and file share to include both affiliates and clients for transparency
* Chasing up the last of the data needed, emailing back client verbatim and analysis of half hourly and metering information provided so far to both client for checking/ their records and to affiliate engineers for full proposal subject to survey.
* Talking over results with the client and asking how they would like to proceed: Cash, 10% deposit, 100% funded, expected repayments, resulting effect on paybacks where there does not have to be a capital outlay and revenue can in some cases be expected already in year one, where applicable any repayment freeze available at the start to allow for the first RHI payments to come through, relative revenue over repayments in first years and overall revenue over 20 years for different lengths of leases, what they can expect to receive annually once the equipment has paid for itself through the government incentives.
* Looking over ESCO or Lease Asset Finance form for renewable energy project submissions, although the detail with regards to the technologies is a job for the engineers.
* Returning an expected interest rate to the client and updating proposals with the choices –
* Handing over to project manager with engineers or else happy to accompany engineers as I pick up most knowledge from them for my discussions with clients as to what they are to expect from the offset.

**HIGH ENERGY USER EXAMPLES**

**Poultry Farmer – 3 x 360kW Supermax EcoCabin biomass boilers from WoodCo** - **Installed for £195,000** – Sizing of biomass CHP system based on heat and temperature requirements for sheds with chicken brood rearing cycles including cleaning.

**Hotel – 100kWe Gas CHP in association with Vale EC and Vale Energy – Proposals submitted - £173,000.00 CHP system price**,

University – much correspondence as above, including receiving requested data and providing initial viability and analysis, resulted in the university agreeing to an energy audit, with a view to specifying technologies from there. £5364 including VAT to survey their 5 buildings is being included in their revised Carbon Management Plan proposal. Decision against CHP due to low occupancy of larger buildings and distance between them and communal areas for combined district heating solution that would have benefitted from economy of scales and longer running hours. Solar PV, energy procurement, efficiency solutions and management suggested.

**Heat Treatment Works – Choice of 140kWe 212kWth £300,633 + VAT** or **240kWe 374kWth £390,080 + VAT Gas CHP from Bosch**- Latter recommended through my detailed analysis of scenarios submitted to client. Data collected and analysed ready for proposals, send to 4 affiliates for quotes on micro gas CHP, larger gas CHP, two types of gasification CHP, solid fuel CHP with ORC. Site visits attended with 3 affiliates, then 1 installing engineer. I worked the proposals into a comparative spreadsheet. Client since decided woodchip/ pellet deliveries would not be convenient. Gas CHP proposal sent, DSR forms received from client, DSR discussed in meeting. Client was expressing positivity towards the project. Were waiting for affiliate to combine DSR into new proposal when the client gives the go-ahead again. DSR was decided against due to perceived risk to business main processes for low benefit in comparison. That was a long time ago, battery prices have come down. Container sized spaces along external wall, good opportunity to recontact.  **7,000,000kWh electric, 1,400,000kWh gas**.

**Aerospace with their own 6MVA supply – Solar PV, Wind, CHP – due to approach about DSR and Batteries.** Proposals submitted for 1MW Solar PV on trapezoid roof and 360kW on car ports and 250kW land-based. Roof would have been best value for money, but would have needed reinforcement or a solar roof. Contractor decided against taking on the job at the time and soon after Feed-In Tariff cut announcement in Oct 2015 cut project dead. Client re-approached, wind proposal provided, but I we were not confident in wind speeds being adequate at location. Detailed data submitted, initial viability proposals returned to client. Difficulty where the client wanted a fully funded solution, no budget for feasibility, having learnt more about wind, I would not recommend risking the money for a feasibility in that area of the country due to wind speeds. Better to be honest, I can now re-approach about DSR, as the client has a football pitch on the site. Enquiries with the DNO for the solar PV came back with £34,000 for a 250kW limiter, however, with a £600,000 spend at 6p/kWh base plus CCL etc. **17million kWhs electric, 10million kWhs seasonal gas,** the solar would have only addressed 15% of their requirement if they were lucky so they are looking for a “meatier” solution. They did find a company who was willing to do free feasibility on the wind in the end, but we decided against, just as well because the news article reads: “Wind turbine plan pulled after opposition 1 Feb 2017 — The plug has been pulled on plans to build a 126-metre wind turbine the height of 29 double-deck buses.”

**Large Paper Mill – Detailed technical questions and answers compiled between Beehive and client for site meeting with biomass CHP project manager.** Chief engineer had us for a whole day to discuss various heat recovery, and electricity generation solutions, including possibly replacing the existing 17 bar to 2 bar steam boiler with a high pressure super steam boiler running at 35 bar condensing down to 17 bar. 3 key personnel very interested, attended meeting, key contact chief engineer at mill retired after giving us all the info he could. **11MWe electrical load needed at the site, of which they provide 6.5-7Mwe themselves, 5.5 mWe on average, 350 days, 24 hrs a day = 46,200,000kWh electric. Recover heat already, then producing 10-11 tonnes/hr of steam from the CHP.** Biomass deliveries would have been 2-3 large lorry loads of wood chip a week, too much for local small roads. Also considered building a station on site for train deliveries. But 3x 2MW Gas CHP decided upon. Still scope for field of Solar PV and/ or batteries.

**Foam/ Adhesive/ Plastics for healthcare manufacturer Global PLC –** Range of offerings presented via email, discussions and notes, technical viability and timescales, requirements worked with. Opportunities for metering, DSR, heat recovery, waste to energy looked into but not enough space on site. Conferred with 4 affiliates with different solutions. Budget for metering allocated this month, oxidiser to be replaced in 2018, heat recovery from the flue viability investigation would be a part of that. Biomass CHP seriously looked at for their elderly steam boilers. Gas CHP unfortunately not possibly due to gas limit being reached. DSR, batteries and hydrogen fuel cells to be looked at. **2,000,000kWh electric, 11,000,000 gas**.