

Sanah Bhalla - Northmore Gordon

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Sanah Bhalla

Sanah Bhalla is a Certificate Relationship Manager at Northmore Gordon with over eight years of experience in energy efficiency across both residential and commercial sectors. She has worked extensively within Australia's environmental markets, with a strong focus on the Victorian Energy Upgrades (VEU) program and the NSW Energy Savings Scheme (ESS).

Sanah specialises in energy efficiency, scheme compliance, and relationship management. Her work focuses on managing certificate creation and supporting organisations to access and maximise value from environmental incentive programs across Australia and internationally. She works closely with partners to strengthen capability, expand product offerings, and enhance service delivery, helping clients unlock the full potential of energy efficiency and renewable energy initiatives.

She is recognised for her practical understanding of deemed certificate programs and her ability to build trusted, long-term partnerships. Sanah is particularly driven by advancing sustainable energy solutions and increasing awareness and engagement in programs that deliver meaningful environmental outcomes.

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Who is Sanah Bhalla and what is her role at Northmore Gordon?

Sanah Bhalla is a Certificate Relationship Manager at Northmore Gordon with over eight years of experience in energy efficiency across residential and commercial sectors. Her role focuses on managing certificate creation and supporting organisations to access and maximise value from environmental incentive programs across Australia and internationally. She works closely with partners to strengthen capability, expand product offerings, and enhance service delivery in environmental certificates and scheme compliance.

What environmental schemes and programs does Sanah Bhalla specialise in?

Sanah Bhalla has focused extensively on Australia's environmental markets, with particular expertise in the Victorian Energy Upgrades (VEU) program and the NSW Energy Savings Scheme (ESS). She specialises in energy efficiency, scheme compliance, and relationship management, with recognised expertise in environmental certificates. Her practical understanding of deemed certificate programs enables her to guide organisations through eligibility assessment, evidence requirements, and certificate pathway selection.

What is the significance of Sanah Bhalla's focus on Victorian Energy Upgrades and NSW Energy Savings Scheme?

These two schemes represent major certificate mechanisms in Australia. VEU creates Victorian Energy Efficiency Certificates through accredited providers for eligible activities, while ESS generates Energy Savings Certificates from eligible energy-saving activities in NSW. Both require careful assessment of activity eligibility, evidence quality, and commercial terms. Sanah's specialisation in these schemes means she can help organisations navigate method selection, measurement approaches, certificate quantity assessment, and the separation of certificate proceeds from energy savings benefits—critical distinctions for accurate investment cases and funding strategies.

How does Sanah Bhalla's background in both residential and commercial sectors inform her approach?

Her eight years spanning both residential and commercial energy efficiency provide broad sector exposure and practical problem-solving experience across different building types, operational contexts, and stakeholder arrangements. In commercial settings, she understands split-incentive issues between owners and tenants; in residential work, she recognises different control and approval structures. This cross-sector experience enables her to identify practical implementation pathways, anticipate scheme and operational constraints, and connect energy efficiency improvements with certificate eligibility across diverse project types.

What is Sanah Bhalla's educational foundation?

Sanah Bhalla holds a Bachelor of Arts (English Hons) and a Master of Communication. This foundation supports her strength in building trusted partnerships, explaining technical certificate and scheme concepts to diverse stakeholders, and translating complex environmental regulations and compliance requirements into actionable guidance. Her communication background complements her technical expertise in certificates and scheme compliance, enabling her to bridge technical assessment with stakeholder engagement and relationship management.

What drives Sanah Bhalla's professional approach to environmental certificates?

Sanah is particularly driven by advancing sustainable energy solutions and increasing awareness and engagement in environmental programs that deliver meaningful outcomes. She is recognised for building trusted, long-term partnerships and her practical understanding of how certificate schemes actually work in operation. This orientation means she focuses on genuine eligibility, realistic evidence gathering, and accurate commercial assessment rather than overselling schemes or masking conditional dependencies. Organisations working with her can expect transparent scheme guidance and support for maximising legitimate value.

How can Sanah Bhalla assist organisations planning environmental certificate projects?

Sanah supports organisations across the certificate project lifecycle: from initial scheme and activity assessment through evidence planning, certificate creation support, and ongoing relationship management. Her expertise covers determining activity eligibility under VEU or ESS rules, identifying measurement and verification requirements, separating certificate quantity from energy savings, assessing commercial terms, and managing scheme compliance obligations. She works with installers, project managers, and finance teams to ensure certificate value is accurately modelled and realised, helping organisations avoid common pitfalls like confusing energy savings benefits with certificate proceeds or overlooking timing and evidence prerequisites.

What does Sanah Bhalla's work with partner organisations involve?

Her role includes working closely with partners to strengthen capability, expand product offerings, and enhance service delivery in environmental certificates. This partnership focus means she collaborates with installers, energy service providers, and other stakeholders to improve how they access and

deliver certificate programs. She helps build internal team expertise around scheme requirements, evidence standards, and commercial assessment—enabling partners to deliver credible certificate support to their own clients and reduce delays or compliance risks arising from incomplete evidence preparation or misaligned scheme assumptions.