



## Job Description: Client Account Lead – Aim for Zero (Real Estate)

(This is a role equivalent to internal role of Senior/Principal Consultant depending on experience)

Reports to: Head of Aim for Zero (Real Estate)  
Location: South West, North West & London

### Overall Role Purpose:

The purpose of the role is to act as a client account lead for key clients in the Real Estate sector, managing the client relationship, and leading the technical delivery of complex in-house and fund level strategy, sustainability, performance management, and benchmarking projects. By engaging with a wide range of key stakeholders, you will play a key role in managing sustainability risks and realising opportunities.

This role is focussed on our 'Aim for Zero' Real Estate Services which includes the development of house- and fund-level pathways to net zero, the undertaking of carbon foot-printing of Scope 1,2 and 3 GHG emissions for real estate companies and their investments. The team also support real estate businesses in engaging with internal and external stakeholders on all manner of sustainability issues, through webinars, interviews, survey and other approaches. The role will also include targeted business development activities to support the acquisition of new work. Finally the team are responsible for providing regulatory foresight to the wider Real Estate team.

### Primary Responsibilities:

1. Account management: to maintain strong relationships with our existing real estate clients and build new relationships in order to win further work including cross-selling Verco's full range of services.
2. Project Management: to manage global data management and environmental in-house and fund level strategy projects to ensure delivery to client on time, to quality and within agreed budget. Supporting the delivery of our clients' sustainability objectives and being a pro-active and confident agent of change to help ensure they continue to be a market leader in ESG.
3. Technical input: to provide technical input real estate strategy commissions to support the achievement of deliverables to time and to budget
4. Business development and proposal writing: Identifies opportunities for sales and business development. Progresses business development opportunities in order to increase sales and meet targets. Writes proposals to meet the needs of clients and secure sales
5. External champion for service: Promote Verco's services via networking externally and maintaining strong client relationships in order to bring in new clients and gain repeat work from existing clients
6. Operational: provide timely responses to operational needs including (but not limited to) timesheet, invoicing, reviews, project management information, health & safety etc.

### Profile:

Business Development:	10-20% of time
Fee earning:	70-80% of time
Overhead & Training:	10% of time