

Person Specification: Client Account Lead – Aim for Zero (Real Estate)

Reports to: Head of Aim for Zero Real Estate
 Location: Overmoor (Corsham near Bath) or London

Attributes	Essential criteria	Desirable criteria
Education, Qualifications & Training	Degree (or equivalent) in engineering, economics, sciences, environmental or in an equivalent and relevant area	Masters or relevant post-graduate qualification Member of a professional institution i.e. IEMA, CIMA Project Management qualification i.e. PRINCE2, APMP
Employment Experience	Experience of: <ul style="list-style-type: none"> - managing large scale projects/programmes, project teams and delivering to deadlines - key account management and new business development with clients - sustainability/ESG regulation or voluntary reporting in the property sector - undertaking complex analytical tasks - managing bids and bid teams and delivering proposals to deadlines - engaging successfully with senior stakeholders in client businesses 	Experience of: <ul style="list-style-type: none"> - leading, facilitating & presenting at workshops, seminars & conferences - advising clients on strategic risks and opportunities, such as target setting, policy impact assessments or risks and opportunity appraisals - setting/supporting sustainability strategy, corporate target-setting or measurement of carbon impacts - developing, evaluating or assessing investment strategies for real estate businesses - policy and impact analysis from a client perspective - technology, financial, legislative and market instruments to achieve and report on global, national & corporate carbon mitigation and environmental objectives and targets
Knowledge & Understanding	Sound knowledge & understanding of: <ul style="list-style-type: none"> - sustainability issues & carbon management - principal sources of GHG emissions from buildings - ESG relating to commercial real estate - UK and European energy and climate change policy frameworks - key voluntary reporting investor initiatives such as GRESB, TCFD, CDP & SBTi 	Knowledge of any of the following: <ul style="list-style-type: none"> - CRREM - UKGBC guidance - NABERS - REEB - Energy Star - BREEAM
Skills / Competencies	Excellent account management skills; proven ability to build/maintain strong relationships and manage client expectations Excellent project management skills Strong communicator; both verbal and written Sophisticated analytical approach Demonstrable proactive long-term approach; planning & organisational skills High level of competence in the use of IT, including Microsoft Office	Working knowledge of Microsoft Power BI and other Office 365 products Familiar with the use of financial frameworks and models Ability to manipulate large data sets and undertake effective analysis to answer client questions and present for internal and external reporting purposes
Other requirements & attributes	Willingness to travel nationally/internationally Presentable/professional appearance to clients	Clean UK driving licence