

Person Sepcification: Client Account Lead – Real Estate

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

Reports to: Head of Report for Zero
 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 institutions such as IEMA, CIMA
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 • complex data management and environmental reporting for property portfolios • completing voluntary reporting submissions • managing bids and bid teams and delivering proposals to deadlines 	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 • energy auditing in commercial and industrial sectors to Investment Grade • 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"> • wider sustainability issues & carbon management • emissions sources across the economy, energy use in buildings and industry • ESG relating to commercial real estate • UK and European energy and climate change policy frameworks. • key voluntary reporting investor initiatives, such as GRESB, CDP & SBTI 	Knowledge of any of the following: <ul style="list-style-type: none"> • ESG relating to retail • NABERS • ISO 14001 & 50001 • REEB • Energy Star • BREEAM

Skills / Competencies	<p>Excellent account management skills; proven ability:</p> <ul style="list-style-type: none"> • to build/maintain strong relationships • to manage client expectations • in conflict management <p>Excellent programme & project management skills</p> <p>Strong communicator in both verbal and written formats</p> <p>Sophisticated analytical approach</p> <p>Ability to work independently & creatively on challenging research problems</p> <p>Demonstrable proactive long-term approach; planning & organisational skills</p> <p>High level of competence in the use of IT, including Microsoft Office</p>	<p>Working knowledge of Microsoft Power BI and other Office 365 products</p> <p>Familiar with the use of financial frameworks and models</p> <p>Ability to manipulate large data sets and undertake effective analysis to answer client questions and present for internal and external reporting purposes</p>
Other requirements & attributes	<p>Willingness to travel nationally and internationally to implement projects</p> <p>Able to present a professional appearance to clients and partners</p>	<p>Clean UK driving licence</p>

Updated: 09/01/21 by Helen Reed