

## Senior Manager, Sustainability Consulting

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Company: Jones Lang LaSalle Incorporated

Location: united arab emirates

Category: other-general

Senior Manager, Sustainability Consulting page is loaded Senior Manager, Sustainability Consulting Apply remote typeOn-site locations Dubai, ARE time typeFull time posted on Posted Yesterday job requisition idREQ337726 What this job involves Effectively understand real estate needs from a sustainability lens of prospective clients and define suitable “sustainable” solutions to respond to their needs in the most professional manner Lead in review, analysis and development of sustainable and net zero strategies for new business opportunities. Identify cross-selling opportunities by coordinating efforts within JLL’s relevant departments Support in preparation of go to market strategies Drive business development initiatives by forming close relationships with clients and securing business wins with respect to fee earning assignments. Support the HOD in taking a leadership role in the CRM function for SCON clients Ensure execution of deliverables as per offers and allocation of tasks within the Consulting team; Ensure at all times that cooperation prevails between the various offices in the interest of clients. Lead sustainability, ESG and net zero strategy development and reporting function. Prepare, and submit value-added proposals and conclude business contracts to achieve targets. Strategic Thinking Able to contextualise the effect of wider macro-economic and geo political events from a sustainability lens on the markets we are working on and how these affects wider real estate Able to rationalise the advice we are providing Thinks outside of the immediate work area Applies a longer-term perspective when making decisions Thinks outside of the box Is knowledgeable on current and possible future sustainability trends. Business Development & Customer Relationship Management Effectively understand sustainability needs of prospective clients and define suitable

“strategies” to respond to their needs in the most professional manner; Generates business opportunities of between USD 500,000 to 1 million initially Drive business development initiatives by forming close relationships with clients and securing business wins with respect to fee earning assignments. Execution of Assignments Well informed on some of the main markets such as Dubai, Abu Dhabi, Riyadh, Jeddah and other GCC markets including large-scale sustainability clients and developers Develop and lead developing sustainability strategies, decarbonization pathways using relevant framework and standards (SBTi). Ensure execution of deliverables as per offers and collaborate with the project teams to develop customized sustainability solutions to address clients’ challenges. Undertake the financial modelling and analysis: develop evaluations of the cost-benefit analysis, ROI of sustainable strategies vs. traditional construction methods and analyse the financial impacts of ESG initiatives on the development’s overall valuation and investor appeal. Develop quantitative and technical analyses including LCA, corporate footprint assessment, and climate impact Able to develop and then defend the assumptions used in our analysis Generate valuable insights from analysis, and the prepare clear and compelling reports and presentations of results. Innovative as well as grounded ideas related to the business & development advice Ensure at all times that cooperation prevails between the various offices in the interest of clients Ensure execution of deliverables as per offers and allocation of tasks within the Consulting team Realistic in terms of the quantum of development advised to clients develop. Desired skills and experience Bachelor’s degree in Sustainability, renewable energy, Environmental Engineering, or another relevant field. Master’s degree in similar sustainability field preferred and sustainability qualifications, such as GRI, LEED etc. 7-10 years’ experience across the sustainability field within the built environment, energy management and sustainability consulting You have at least 5-7 years of experience leading and managing teams You have proven and demonstrable experience in developing net zero and decarbonization pathways for organizations, preferred experience in the real estate industry, renewable energy industry Specific knowledge and experience with sustainability issues in the built environment is preferred. Excellent project management skills, ability to take ownership of client deliverables, to ensure alignment of multiple internal stakeholders and to meet deadlines. Ability to oversee and quality control complex and technical projects (e.g., carbon modelling) Strong problem-solving skills and ideally experience developing holistic solutions in a business context. Excellent team-working, and ability to contribute towards a positive team dynamic Strong quantitative skills and confidence with Excel If this job

description resonates with you, we encourage you to apply even if you don't meet all the requirements. We're interested in getting to know you and what you bring to the table!

Location: On-site – Dubai, ARE

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