

## London Lead – XDI

### Senior Project Manager with a focus on relationships

XDI – The Cross Dependency Initiative is a global leader in climate change related physical risk. Our Australian based group brings over a decade of deep technical and industry expertise to climate risk data and advisory. Our mission is to shift the dial on climate change by providing the world’s best climate risk insights to governments, financial institutions and the private sector.

XDI’s European client base has grown rapidly over the last year through a network of resellers and in direct relationships with clients. We now need an outstanding human on the ground to lead our European work and build relationships with current and future clients.

#### About us:

We are a values driven organisation and seek someone who is deeply passionate about climate change, backed up by proven industry experience. Our team is small, agile and dedicated. We prioritise scientific rigour and analysis that makes a difference and doesn’t just tick boxes. We love a good debate and we’re not afraid of a difference of opinion.

This position offers a high degree of influence and growth for the person who shows themselves to offer a new level of power to our operations. We’ve carried the EU expansion plan as much as we can from where we are and we need someone special to lean in with us.

#### Purpose of This Job:

- **Project Manager and Solutions Oriented Leader:** Ensure client satisfaction through powerful implementation and management of existing technical projects.
- **Relationship Manager:** Develop and grow effective C-Suite relationships with current and potential clients
- **Executive Presence:** To represent XDI in an authoritative, inspired, intelligent way to the UK and EU industry and marketplace
- **Strategy:** To extend XDI’s vision to shift the dial on climate change into the UK and European markets.

#### Desired Results

- **Client Focus:** Ensure high client satisfaction by identifying opportunities for creative solutions to complex client needs, resulting in a positive client experience evidenced by extensions of existing projects or return custom / renewed engagement.
- **Project Management and Team Collaboration:** Ensure smooth coordination between UK clients and the Australian delivery team demonstrated by projects being delivered on schedule, while maintaining enjoyable and effective working relationships with the XDI team.

- **Account and Relationship Management:** Demonstrate significant revenue growth as a result of your relationship building with existing and prospective resellers and clients, with support from the XDI Sales and Marketing Team.
- **Self Management:** Lead the work as independently and autonomously as is reasonable, demonstrated by the ability to represent XDI with clients in a highly professional manner without needing the continued presence of executive staff based in Australia.

### **Your Education and Experience**

- Academic studies (Masters or PhD) in a relevant discipline (science, engineering, business, maths)
- Recent working history in a senior position relating to climate action, sustainability, account management, or risk management in the UK and EU market
- Experience in client facing or stakeholder relationship roles
- Working knowledge of relevant government climate policy and regulatory developments
- Knowledge of emerging trends in the climate and finance sector

### **Skills, Traits and Competencies we seek**

- Deep subject matter expertise across a breadth of relevant related topics eg: climate change risk, corporate climate action, risk management, finance industry mechanisms, climate policy evolution, infrastructure and engineering.
- Demonstrated commitment to climate change action
- Demonstrated ability to deliver complex and large scale projects under time and budget constraints
- Highly accomplished verbal and written communicator.
- Highly organized, disciplined and success motivated
- Existing professional networks in relevant sectors

### **Key Responsibilities**

#### Client relationship management

- Build and maintain strong professional relationships with existing clients and resellers
- Provide a technically competent point of contact for client enquiries and project implementation
- Actively drive solutions, addressing issues and queries with a focus on problem solving at all levels
- Create compelling and technically appropriate presentations and resources that address client needs

#### Project Management

- Deliver project requirements in line with client needs, agreed deliverables, budget and time expectations

- Develop and maintain collaborative project management systems to ensure smooth coordination between Australian and London teams.
- Develop and maintain a high level of technical knowledge and awareness

### Business Development

- Support XDI's business development by identifying strategic opportunities in sectors, countries and relationships as they emerge
- Support business development through presentations to prospective clients
- Strategically manage relationships with target clients.
- Present as an accessible, intelligent, professional ambassador for the company in all settings

### Contribute to the business strategy

- Contribute to the development of the commercial and cultural aspects of the business in line with the company's vision, purpose and strategic goals

### **Living Our Core Values**

We are a values driven organisation and recruit accordingly.

- Climate commitment - Professional or voluntary experience in climate change action, analysis, representation, or campaigning within private sector, NGO, Government or academia.
- Care - Genuine desire to look after people both within the organisation and externally
- Generosity – a willingness to listen well, work collaboratively, represent progressive ethics, strive for a better way

### **Your Education and Experience**

- Academic studies (Masters or PhD) in a relevant discipline (science, engineering, business, maths)
- Recent working history in a senior position relating to climate, sustainability, account management, risk management in the UK and EU market in client facing roles
- Working knowledge of relevant government climate policy and regulatory developments
- Knowledge of emerging trends in the climate and finance sector

### **Who you report to**

The position will be based in London and will report to the Australian based CEO Rohan Hamden and the Director of Science and Systems Dr Karl Mallon.

### **Who supports you**

Initially the role will be supported by the delivery team (analysts and tech solutions) and the sales and marketing team based in Australia. It is intended that this role will ultimately be the core of a regional office that will include locally based analysts and sales support personnel.

## Questions?

**We'd love a chat. Please reach out to introduce yourself and schedule a confidential chat. Or if you prefer, you can skip the chat and forward your resume with a cover letter to [ruth@xdi.systems](mailto:ruth@xdi.systems)**