

Head of Europe, XDI Systems Senior Management position

Full-time position

Location: Europe (exact location dependent on candidate)

XDI – The Cross Dependency Initiative is a global leader in climate change related physical risk. Our Australian based team 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 leader on the ground to establish a European office and further expand our reach and influence.

Initially the focus will be on growing revenue and strengthening relationships with new and existing clients. As the scale of the region grows, the position will transition to business development and influence in policy and regulation.

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.

This position offers a high degree of influence and growth for an exemplary leader.

Purpose of the role:

- **Solutions Oriented Leader:** Ensure client satisfaction through oversight of our existing pipeline of projects.
- **Relationship Manager:** Develop and grow effective relationships with current and potential stakeholders
- **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.
- **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 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

- Subject matter expertise across a breadth of relevant related topics e.g.: 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 oversee 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

Establish XDI's European office.

- Generate a revenue base
- Grow and expand XDI's European client base
- Create a strong presence for the XDI brand
- Recruit relevant skilled staff on the back of revenue expansion

Client relationship management

- Build and maintain strong professional relationships with existing clients and resellers
- Actively drive solutions, addressing issues and queries with a focus on problem solving at all levels
- Ensure the delivery of presentations and resources that address client needs

Business Development and Revenue Generation

- 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

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
- Contribute to the development and execution of strategy at a Climatica Group level and develop a go to market strategy for the UK and Europe.

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

How you will be supported

- Reporting to the General Manager, XDI Systems
- Initially the role will be supported by a small European based team as well as an Australian based delivery team (analysts and tech solutions) and the sales and marketing team based in Australia. It is intended that as this office grows that the work will be undertaken by analysts and sales support personnel based in Europe.

Enquiries:

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