

# Account Director, The Innovation Gateway

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## Job summary:

Location:	Oxford, UK
Remuneration:	£ 50-55k dependent on experience
Reporting to:	CEO
Applications to:	<a href="mailto:jobs@2degreesnetwork.com">jobs@2degreesnetwork.com</a>
Closing Date:	31 <sup>th</sup> May, but position will be filled as soon as candidate is identified

## In a nutshell:

An opportunity to lead this ground breaking programme, which connects world leading organizations with innovation to transform the performance of their buildings.

The [Innovation Gateway](#) enables its clients to source the most exciting innovations in energy, waste, water, productivity and wellbeing. Anchor clients include Tesco, Heathrow, Kingfisher Group, RBS, Nottingham City Council and the University of Edinburgh, with more to follow soon.

The Account Director for the Innovation Gateway is a senior management role, accountable for leading the team and ensuring that we delight our clients.

## What you'll do:

- Establish and develop strong client relationships
- Ensure that our clients are delighted by understanding their needs and finding the right solutions
- Lead the team to deliver the Innovation Gateway programme (currently 3 team members)
- Guide development of the product / programme using your client insights
- Contract renewals, budget management, risk management, quality management

## You must be great at:

- Establishing, developing and managing client relationships
- Leading a team to elicit and solve our client's challenges
- Developing a team and helping them to fulfil their career ambitions
- Understanding the buildings performance challenges that our clients face (energy, water, waste, health and wellbeing)

## What you're like:

- Natural leader who will energize the team and enable them to do great things
- Clients like you and trust you for good reason
- Commercially astute, with an instinct for business risks and opportunities
- Strategic thinker, but not afraid of detail and a passion for quality
- Highly organized multi-tasker with ability to set and review team member priorities
- Excellent manager who leads by example and develops team members to their potential
- Creative problem solver
- You're attracted to, and understand, technologies (particularly those relevant to buildings), ideally you have a background in engineering, even better if in building services engineering, or a related subject
- 5-10 years of relevant experience

## Why you'll like working for us

**You'll work with amazing people.** You will be part of an ambitious team, and work with colleagues who are motivated by a belief that the work they do positively contributes to the world we live in.

**You'll make a difference.** You will be able to see how the work you do is valuable to our clients. We encourage new ideas and will give you the chance to run with them whenever they make sense.

**We value your personal growth.** You will have a chance to develop your skills and learn new things from day one.

## About 2degrees

Our mission at 2degrees is to make sustainable business happen at scale. Our programmes and digital platforms make it possible for businesses to work together, taking measurable actions that deliver real progress against financial targets and sustainability commitments. We are about sustainability through collaboration and technology.

## How to apply:

Please apply by sending a CV and cover letter clearly stating why you are suitable for the role to [jobs@2degreesnetwork.com](mailto:jobs@2degreesnetwork.com)

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