

Position: Manager, Advisory Services

Location: New York, NY or London, UK

About AccountAbility:

We are a global consulting and standards firm that works with business, governments and multi-lateral organizations to advance responsible business practices and improve their long-term performance. We measure success in terms of our impact on the performance of our clients, our people and our firm.

Please visit our website www.accountability.org to learn more about us and our work.

About this position:

A Manager at AccountAbility provides day-to-day leadership on sustainability consulting engagements, serving as a strategic advisor, guiding teams to deliver outstanding, high-impact work to our clients. Typical engagements include sustainability strategy and governance, stakeholder engagement and materiality, sustainability reporting and metrics, impact assessment and performance improvement. A Manager reports to a Senior Manager or Director and is expected to provide effective leadership to the team on projects and internal initiatives. On a day-to-day basis the Manager is expected to build and maintain strong client relationships, work on a global team of highly experienced sustainability consultants, contribute to our thought leadership, represent AccountAbility in public settings, and develop AccountAbility's Associates at all levels.

Responsibilities for this position include, but are not limited to:

Clients

- Identify and prospect new business opportunities across all lines of AccountAbility's work
- Develop new business relationships and manage existing ones
- Generate new income for AccountAbility to an agreed annual target
- Expand existing client base, business relationships and client engagements
- Maintain up-to-date knowledge of client's relevant sustainability topics, policies, standards/regulations, and general trends for key industries, including, but not limited to: healthcare, mining and extractives, financial services, technology and communications

Firm and Operations

- Project manage complex, multi-dimensional Advisory Services engagements
- Provide consulting services to global companies focused on strategy and governance, Sustainability reporting, stakeholder engagement, performance improvement and impact assessment

- Deliver projects and work streams on time, within budget and in consideration of resources available
- Conceptualize and develop new service offerings based on evolving market trends and needs
- Work collaboratively with the management team in executing the firm's global and regional strategy.
- Manage budgetary responsibilities for assigned teams
- Report regularly on engagement economics
- Collaborate with finance in scoping project feasibility / profitability

People

- Mentor and support career development of direct reports and other junior associates
- Work as part of an internal knowledge management team to transfer learning across our core lines of business
- Seek professional and personal development and support the development of others
- Embrace and champion an inclusive and collaborative working environment

Qualifications

The successful candidate will be a dynamic, experienced, and engaged individual who enjoys the challenges of working within a growing team and multitasking in a fast-paced environment. You will be client focused with a proven track record in program management, including the management of client relationships, the management of subcontractors and third-party vendor relationships, and the integral management of resources and processes required to deliver successful engagements. The position requires a strong client business development background, a true consultant's acumen, and the hands-on disposition of a manager unafraid to effectively straddle and influence the spectrum of multiple levels of organizational seniority, from senior management to junior-level staff at once. In addition, candidates should possess the following qualifications:

- 10+ years of experience in a client service role (such as management consulting) or in a Sustainability-focused role in industry or a consultancy
- Keen understanding of relevant CR/Sustainability issues and related trends in business and management practice
- Proven ability to build cross-functional relationships for collaborative efforts with clients, partner organizations and colleagues
- Excellent written and oral communications skills, specifically pertaining to written correspondence and deliverables, presenting to senior executive levels, public speaking, meeting facilitation, and others
- Critical thinking and open to new ideas, perspectives, points of view and ways of working
- Experience in navigating through ambiguous client environment and demonstrate ability to anticipate client needs and expectations

- Flexibility and responsiveness to client demands
- Experience working on complex and high-budget projects and tracking progress against targets
- Knowledgeable in relevant sustainability standards, indices and frameworks (DJSI, CDP, GRI, LEED, TCFD, UN SDG, ISO14001, etc.)
- Proficiency in written and spoken English
- Strong sense of self-initiative and ability to work independently
- Proficiency in Microsoft Office products, especially Excel, PowerPoint and Word
- BA degree in Sustainability, Environmental Science, Economics, or Business Management or similar fields; advanced degrees in MA, MS, MBA, or MPA required; record of academic excellence
- Arabic language proficiency not required, but desirable
- Fully eligible to work in the U.S. or UK.

How do I apply?

To apply for this position, please send a letter of application and C.V. to people@accountability.org.

AccountAbility is an Equal Employment Opportunity Employer, committed to a diverse and inclusive work environment.