



Urban Land Institute
POSITION DESCRIPTION

POSITION TITLE:	Senior Director, Greenprint Center for Building Performance
DEPARTMENT:	Centers & Initiatives
REGION:	Americas
LOCATION:	Washington, D.C. preferred
REPORTS TO:	Senior Vice President, Center for Sustainability and Economic Performance
FLSA CLASSIFICATION:	Exempt
POSITION STATUS:	Full-time
DATE OF REVISION:	January 2022

POSITION SUMMARY:

The Urban Land Institute's Greenprint Center for Building Performance (Greenprint) is seeking a Senior Sustainability Director to lead the implementation of key programs, run the community of practice, undertake research, coordinate activities across the center's climate mitigation programs, and strategize long-term planning for Greenprint membership.

The person hired for this position plays a key program management role for ULI's Greenprint Center for Building Performance. Reporting directly to the Senior Vice President (SVP), Sustainability, the Senior Director will support ULI Greenprint members in their corporate sustainability initiatives, and support the Institute's member-wide work in building the business case for sustainable, high-performing buildings toward net zero.

ULI's Greenprint Center for Building Performance is a research center and worldwide membership alliance of real estate leaders committed to improving the environmental performance of the global real estate industry. Through measurement, benchmarking, knowledge sharing, and implementation of best practices, Greenprint and its members strive to reduce greenhouse gas emissions by 50 percent by 2030 and achieve net-zero-carbon operations by 2050. ULI has a goal to double Greenprint membership growth from 50 members in 2021 to more than 100 by 2025.

Core areas of focus for Greenprint center around reducing carbon and increasing building value, across the built environment, to support the industry as it accelerates decarbonization to net zero. This includes the development of research reports and resources on the business case for high-performance green buildings, the convening of market leaders to advance sustainability in real estate, the analysis of portfolio-wide benchmark performance of ULI Greenprint members, and the promotion of results to the broader ULI membership and real estate market at large.

SPECIFIC RESPONSIBILITIES:

Lead ULI's Greenprint community of practice strategy and membership growth, as well as support the Greenprint research agenda and programming, in collaboration with the Senior Vice President (SVP) of the Center for Sustainability and Economic Performance (CSEP) and Greenprint staff.

- Senior account management: Serve as the primary point of contact for Greenprint real estate members in day-to-day program activities, including curating/coordinating the Greenprint Performance Committee (group of key member ESG practitioners). Work with members to elevate sustainability best practices, organize content and convenings to advance members' sustainability programs, and identify ways to deliver more value for their Greenprint membership.
- Business development: Continue to grow Greenprint's real estate membership as well as Greenprint's Innovation Partner Program. Assist the SVP of CSEP in attracting sponsorship and grant funds to augment the program budget. Seek opportunities to expand the impact of the center through the creation and implementation of new programs that deliver value to ULI members and advance the Institute's mission.
- Thought leadership: Remain current with the latest trends and thinking on sustainability in real estate development and finance. Share this knowledge internally and shape ULI's leading-edge views on decarbonization best practices, technologies, and business cases for enhancing investment performance and mitigating risk.
- Programming implementation: Prepare and conduct meetings with ULI members and outside experts to research and disseminate ideas that are relevant to the Institute. This may include organizing forums; developing event programs; identifying speakers and participants; developing supporting materials; and implementing follow-up actions.
- Content creation: Lead the research, development, creation, and promotion of new content that adds value to Greenprint and to the broader ULI membership on topics such as (but not limited to) new innovative technologies, sustainability reporting guidance, community sustainability collaboration, and case studies on successful net zero achievements.
- Travel: Likely a minimum of four trips per year; determined by programming and program goals.

QUALIFICATIONS:

- A minimum of seven years of program management experience, preferably with a focus on sustainability in the real estate industry, with at least two years of directing programs on green buildings or other broader sustainability goals.
- Stakeholder management and member relations ability (facilitation, building consensus, and keeping members active and engaged in program activities).
- Strong facilitation skills, and ability to work across staff and members, as well as managing program activities across departments, often with partnerships with broader coalitions.
- Ability to lead small group workshops as well as support ULI technical assistance panels and Advisory Services panels.
- Extensive knowledge, experience, and expertise in the intersection of real estate and/or sustainability and decarbonization issues (including real estate development and finance, and land use planning and policy).
- Broad knowledge of building science to achieve net zero and the impact of climate change on real estate and land use.

- Experience planning and managing senior-level account relationships, either in a business development, consulting, or program implementation setting.
- Excellent written and oral communication skills, with an ability to manage several projects simultaneously.
- Experience in research, education, and outreach projects, preferably for the real estate audience.
- Effectively communicates and engages across teams and within own team of direct reports.
- Ability to design and manage large, complex research projects and manage junior researchers in support of a larger research plan for the center.
- Design and programming for high-profile events, including the Institute's Spring Meeting and Fall Meeting and for ULI Greenprint members-only activities.
- Media training: experience serving as a spokesperson for programs and working with the media.
- Experience in the management, governance, and operations in both for-profit and nonprofit organizations is preferred.
- Experience with energy and sustainability software platforms is a plus.
- Proficiency in Microsoft Office Suite, web design (WordPress), general design (InDesign), and business development software systems a plus.

EDUCATION:

- Bachelor's degree required, preferably in a field related to sustainability, urban planning, business, environmental studies, real estate, engineering, public administration, or other related degree.
- LEED Green Associate (or higher) accreditation preferred.

APPLICATION INSTRUCTIONS:

ULI has a robust benefits package which includes health, dental, and life insurance, vacation and a retirement plan. Compensation is commensurate with experience. Expand HR Consulting (EHR) has been retained to conduct the search. To apply, please submit your letter of interest and resume to EHR, Erica Raphael, Sr. Consultant, eraphael@expandhr.com.

ULI is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion/creed, sex, national origin, disability, genetic information, pregnancy, veteran or active military status, alienage or citizenship status, arrest or conviction record, credit history, salary history, caregiver status, sexual orientation, gender identity, marital or partnership status, familial status, unemployment status, status as a victim of domestic violence, sexual violence or any other status protected by applicable law.

EOE/m/f/d/v. No relocation reimbursement is offered at this time.