



Senior Director, Greenprint Center for Building Performance

ULI's Greenprint Center for Building Performance (Greenprint) is pleased to announce the newly created Sr. Director, Greenprint Center for Building Performance position!

About the Organization

ULI is a global research and education nonprofit organization whose mission is to shape the future of the built environment for transformative impact in communities worldwide. It is the oldest and largest network of cross disciplinary real estate and land experts in the world, with over 45,000 members. For more information, please visit <https://uli.org>.

About the Centers & Initiatives

The ULI Centers and Initiatives team is comprised of the Center for Sustainability and Economic Performance, Center for Real Estate Economics and Capital Markets, Terwilliger Center for Housing, and the Curtis Infrastructure Initiative. ULI Centers and Initiatives help advance the ULI mission through a combination of convenings, research and publications, technical assistance to communities, and other activities. By engaging, informing, and inspiring ULI members and their partners to create more healthy, equitable, resilient, and sustainable communities, the Centers and Initiatives team is addressing humanity's most urgent challenges and helping to create a future in which all people can prosper. For more information, please visit <https://americas.uli.org/research/centers-initiatives>.

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 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 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.

About the Role

The Sr. Director will 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.

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.

The Sr. Director will lead ULI's Greenprint community of practice strategy and membership growth, as well as support the Greenprint research agenda and programming, in collaboration with SVP CSEP and Greenprint staff. *Responsibilities include:*

- **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 to 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 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 ULI. This may include organizing forums; developing event programs; identifying speakers and participants; developing supporting materials; and implementing follow-up actions.
- **Content creation:** Lead research, development, creation, and promotion of new content that adds value to Greenprint and 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.

Candidate Profile

- 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 GA (or higher) accreditation preferred.
- A minimum of 7 years of program management experience preferably with a focus on sustainability in the real estate industry, with at least 2 years directing programs on green buildings or other broader sustainability goals. Experience in the management, governance, and operations in both for-profit and nonprofit organizations is preferred.
- 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 Service Panels.
- Extensive knowledge, experience, and expertise in the intersection of real estate and/or sustainability and decarbonization issues. (Including real estate development and finance, 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.
- Ability to design and programming for high-profile events, such as ULI's Spring 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 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.

Application Process

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.