



# Careers with GWTInsight

An exciting place to work

**Client Manager**  
Job reference GWTI-JS022

The  
commercial building  
data company



**GWTINSIGHT**



# Intelligent products from real time data.

GWTInsight is a commercial building data company. Our patented technology captures real time data other systems don't access.

Working with clients, GWTInsight combines technology and knowledge to unlock unseen data to create insights and intelligent disruptive products not previously possible. This enables unique potential for competitive advantage, allowing users to mitigate risk, reduce cost and carbon and actively address ESG commitments across asset portfolios.

We are an agile company retaining the drive and spirit of a start-up, we are focused on client needs and adapt our technology to ensure that we deliver value in every project that we take on. We value open and collaborative relationships within our organisation and with our clients.

A passion for valued and sustainable outcomes and challenging the ordinary underpins an innovative and responsive culture. We strive to be the best we can be, individually and collectively.

We believe that our work can improve the financial, environmental and social contribution of commercial buildings to societies wellbeing.

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# Client Manager

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### Overview of the role.

To enable us to scale-up our operations we are seeking a highly motivated client manager to help grow our influence and impact on existing clients. You will be part of a team working closely with the CEO and across all elements of the firm.

The role involves working directly with our clients, known as Partner Hubs, who develop and use products using real time data provided by our technology.

You will need the discipline to be able to work effectively from your own base, team working with co-workers using our virtual collaborative environment.

You will also need to attend client offices and regular team days in central London or the Southeast.

All client and internal product developments are managed using Monday.com as a company-wide solution.

### The primary purposes of this role.

- Developing strong relationships with client team members and establishing GWTI as trusted brand.
- Identifying and creating business development opportunities within the context of the client relationships leading to growth in revenue.
- Coordination of all GWTI activities with the client to ensure a high-quality service.

## Role activities will include:

- Managing the four-step process from decision to install to live dashboard feed
- Monitoring Data Service performance across the client's portfolio
- Managing and attending client meetings, reviews and update
- Advising clients on upcoming GWTI development
- Liaising with GWTI's Engineering & IT Support Team to resolve any issues arising
- Capturing any requirements for development of the Data Service
- Manage the processes that underpin our commercial engagement and escalate any issues with the appropriate internal and partner stakeholders
- Assisting the CEO and sales representatives in securing additional business
- Contribute to annual budget preparation and review of revenue
- Updating Monday.com as the core project planning tool
- Manage projects related to client development
- Track the progress of relevant projects
- Identify and manage risks related to the primary purposes
- Suggest improvements to processes and where necessary implement changes throughout the process
- Undertake any additional reporting to stakeholders
- Evaluating the performance of GWTI and client processes.

### **Capabilities and expectations required for the role:**

- Effective verbal, written and online communication.
- Collaboration, working effectively as part of a team, working with people with diverse skills and attitudes.
- Having influence.
- Self-starter capable of working alone.
- Commercial acumen, contract administration and basic profit and loss dynamics.
- Scheduling and effective time management.
- Management of multifaceted activities and maintaining a focus on what is important.
- A sound understanding of IoT and Web based service delivery.
- Being risk aware.
- Having a problem-solving attitude.

### **How to apply for this role.**

To apply, please submit your up-to-date CV with a covering letter to [iain.wilcox@gwtinsight.com](mailto:iain.wilcox@gwtinsight.com)



Be part of an innovative and  
fast growing company.

Read more about our unique  
technology and our story at  
**[gwtinsight.com](http://gwtinsight.com)**

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