

## Head of Research

### The Company

Trucost Plc provides data and analysis on company emissions and natural resource usage, offering expert advice and research to institutional investors, major corporations, government departments and associated agencies.

Trucost's clients include UBS, GLG Partners Hedge Fund, Crédit Agricole Asset Management, Fortis Investment Management, Henderson Global Investors, Hermes Pensions Management Ltd, the Environment Agency, the International Finance Corporation/World Bank, the Department for the Environment and Rural Affairs, BSKYB, Compass Group, Legal & General, and Prudential.

Founded in 2000, Trucost is a rapidly expanding business which provides excellent opportunities for personal growth and development for new employees.

### The Role

This is a rare opportunity to join a fast growing and dynamic company in a pivotal regulatory and economic time for the environment. The Head of Research is a senior appointment within the Executive Management Team of Trucost and will play a key role in driving the continuing success of the company through the development and execution of the research strategy and output.

The Head of Research will report directly to the Chief Operating Officer and will require frequent interaction with the CEO and the rest of the Executive Management Team. The successful candidate will have the flexibility to deal with a wide range of different tasks which will range from running all of the day-to-day research output of Trucost to promoting the company and supporting the sales activities, co-ordinating client delivery across different client service categories and countries, and, with the marketing manager, producing and delivering marketing collateral to support the sales of our product and services.

The successful candidate will manage Trucost's large research department and work alongside the Investors and Corporate sales functions and the Marketing Manager.

### Key Responsibilities

The key responsibilities will include:

- Delivery of all client projects to the high standard Trucost's clients expect.
- Ensuring that Trucost's global database of corporate environmental disclosures (over 4,500 companies) is maintained and continuing to enhance this where possible.
- Further development of the research strategy, with particular focus on how to ensure marginal delivery costs are reduced via product delivery and research process improvements.
- Work closely with investor and corporate clients to develop innovative new environmental solutions.
- Work with Trucost's User Group to ensure the range of products and services currently offered meet the needs of its clients.

- Help maintain Trucost's strong position in the marketplace as a leading expert in environmental measurement and reporting, including Trucost's ongoing involvement in the development of international standards.
- Work closely with the Head of Methodology to ensure that Trucost continues to develop valuable intellectual property and leading edge environmental modelling and valuation techniques.
- Supervise a diverse team of over 15 researchers, including the management of interns both onsite and offshore.
- Report to the executive management team and executive board on research Key Performance Indicators.

### **Skills Required**

The successful candidate will have strong analytical and modelling capabilities and be highly proficient in Microsoft Excel and Powerpoint. An in-depth knowledge of environmental performance assessment is preferable, including environmental measurement and management systems, environmental policy, Life Cycle Analysis and Input-Output modelling techniques. The ideal candidate would also have a detailed understanding of how financial markets operate and knowledge of the valuation techniques used by analysts and asset managers.

The successful candidate will have excellent verbal and written communication skills, an eye for detail and will have a natural talent for quality control. The candidate should be self-motivated and results oriented, be highly organised and have the ability to work in an entrepreneurial and fast moving environment.

### **To Apply**

Please post your CV with a covering letter, to Tanya Potter, Trucost Plc, 100 Pall Mall, SW1Y 5HP or email it to [tanya.potter@trucost.com](mailto:tanya.potter@trucost.com).

For further information please log on to our website at [www.trucost.com](http://www.trucost.com).