

willow
know your world

Willow invites applications for
Alliance Director

EXECUTIVE SEARCH SERVICES PROVIDED BY ADK CONSULTING & EXECUTIVE SEARCH

Company Story

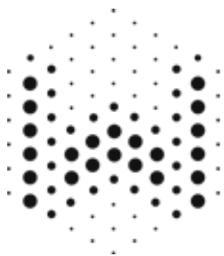
Willow is a global technology company specializing in digital twin technology.

Our mission is to modernize and transform the built world, by improving its sustainability, performance, and connectedness.

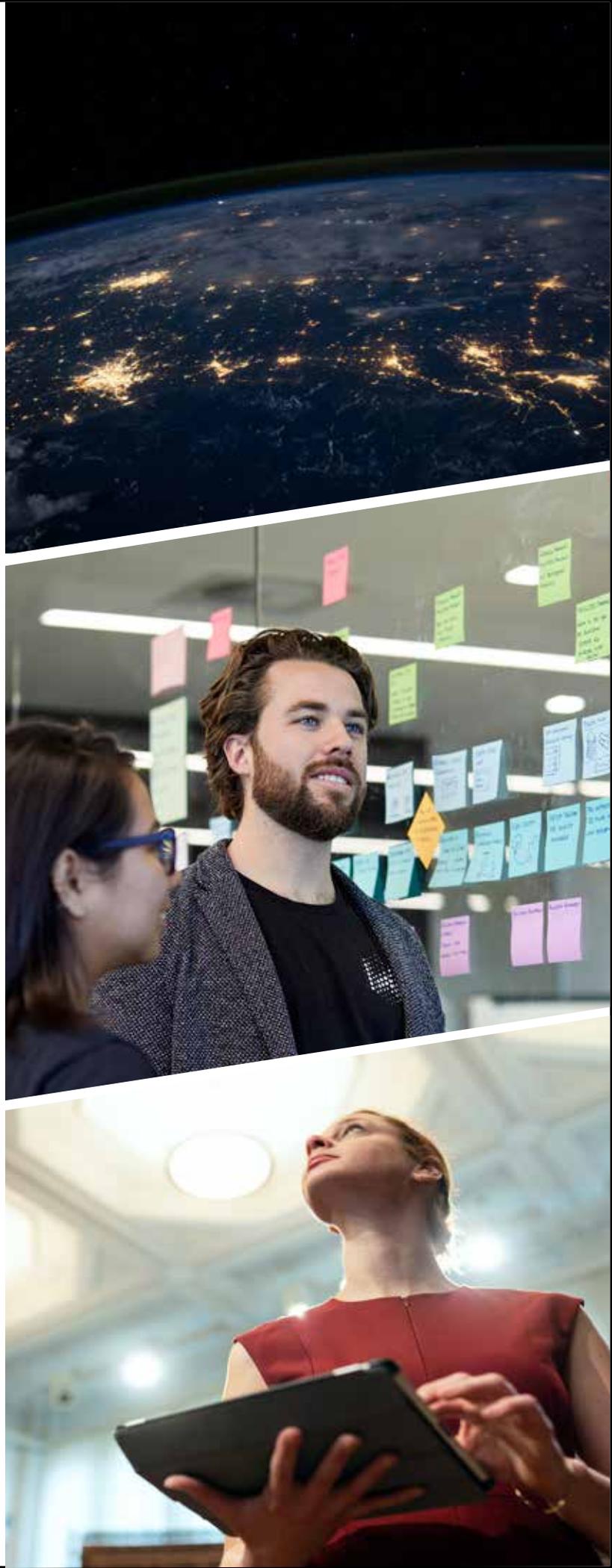
Willow's capability is founded upon deep expertise in construction, architecture, Building Information Modelling (BIM) and asset management. Our platform is built by a world class team of deep domain, industry experts from across the built world, technology space and sector specialists. Willow has over 300 employees located across the globe, including hubs in Dallas, New York, Seattle, Toronto, London, Sydney, Melbourne, Amersfoort, and Manila.

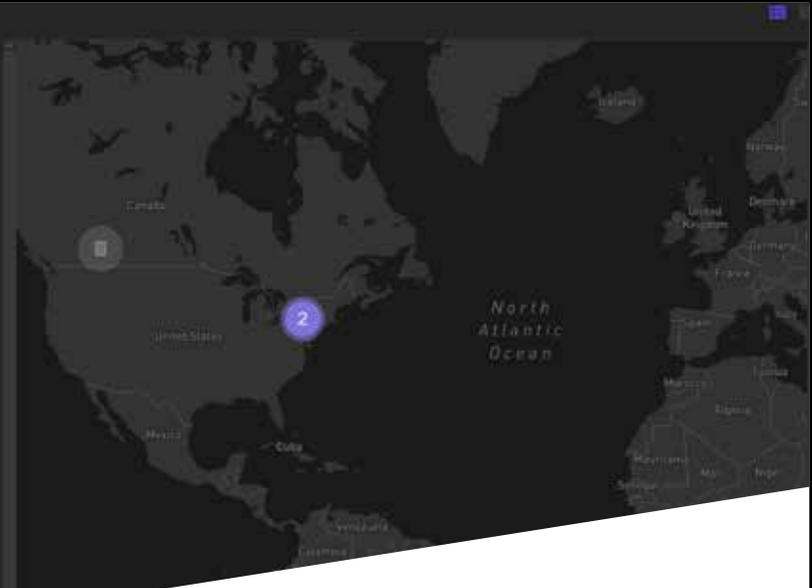
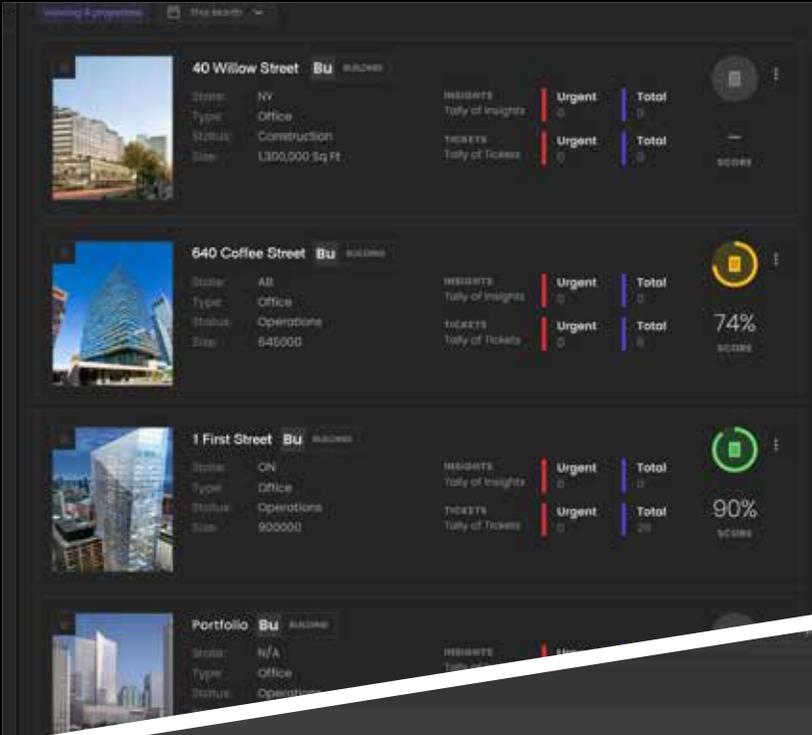
The Willow team understands the processes required to harness the technology of today, innovation of tomorrow and unlock the power of data within the built world, across the full asset lifecycle. In design and construction, Willow's solution tracks data compliance and completion, ensuring that data and models are not lost during construction, but instead utilized to enable a digital twin in operations. Willow provides Digital Engineering (DE) services for new construction projects that support this. Our team comprises of industry leading professionals that specialize in large, complex projects, work with contractors at all stages: tender, construction, and handover to deliver outcomes to customers.

Our platform, WillowTwin™, centralizes and structures typically siloed data from across entire portfolios or infrastructure networks, to create a digital twin – a digital replica of a built asset. The data intelligence and analytic capability within WillowTwin™ allows owners and operators to derive powerful insights to make data-led decisions, drive operational efficiencies, improve occupancy, tenant and passenger experience and shape future asset management strategies. WillowTwin™ also enables owners to deploy solutions relating to cybersecurity, energy management, predictive maintenance and occupancy analytics across their assets and sets the roadmap for ongoing value creation.



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Solution Offerings:

WillowTwin™

WillowTwin™ has 3 primary modules: Digital Twin, Intelligence and Marketplace, that can be accessed through a common web-based user interface.

Digital Twin

Digital Twin centralizes otherwise siloed data sets into a virtual replica of the built form, a digital twin, effectively digitizing built assets in the cloud. The platform collates data into a single interface allowing actionable insights for all connected data sets, driving value across multiple business functions and types of built assets.

[The Digital Twin for the Built World on Vimeo](#)

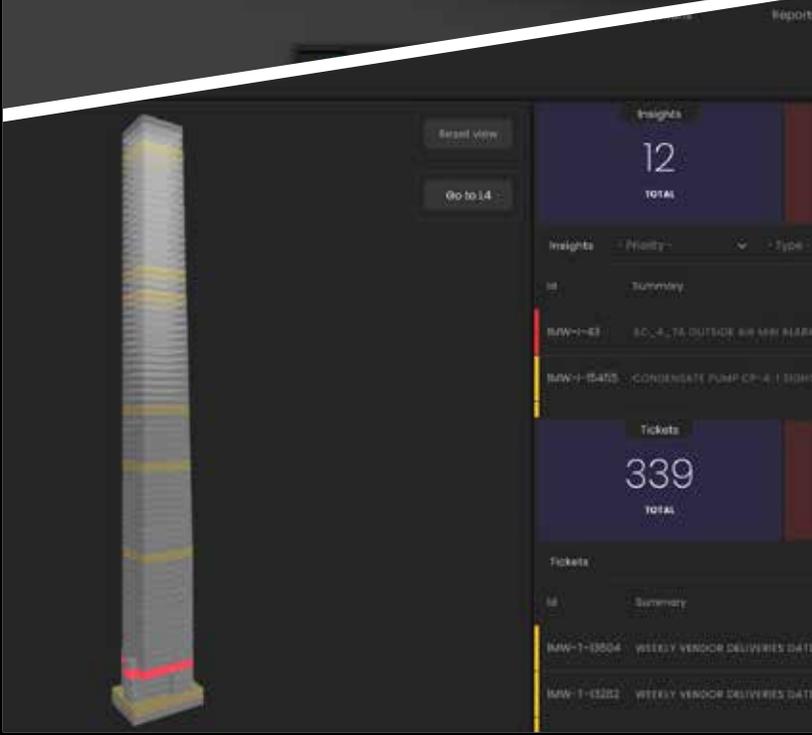
Example of Digital Twin: [SoFi Stadium](#)

Intelligence

Intelligence enables users to have a single pane of glass for all their most important dashboards and data visualizations. By normalizing your data sources within WillowTwin™, owners or operators do not have to tie themselves to a single sensor or solution provider as the integration and data layer is abstracted by Willow technology.

Willow defined views are available out of box and custom reports are easily created through Willow's authoring experience. The live data ingestion capability of the WillowTwin™ unlocks advanced scenarios correlating digital twin asset relationships, IoT sensor data and insights from Marketplace enabled 3rd party integration data.

Willow normalizes your data, enabling you to compare and benchmark your systems and data across multiple buildings and your portfolio, regardless of vendor or origin. Willow's data ontology also facilitates navigation for equipment within a site to other equipment, based on its relationship with them, the systems they exist in, or even relationships to other objects like zones or tenants.





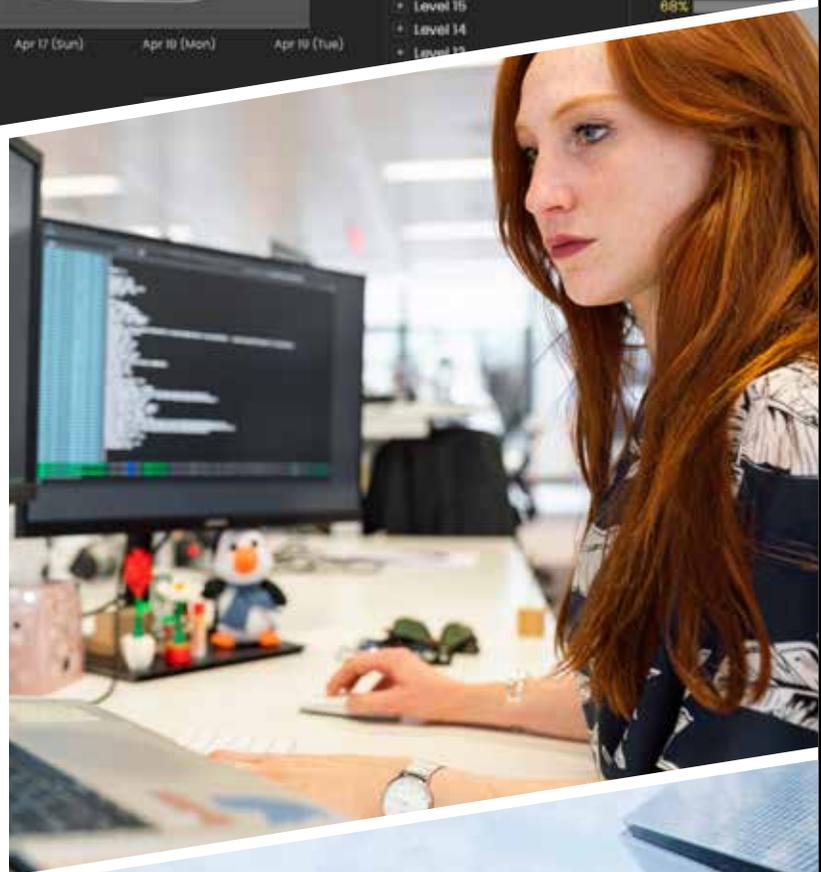
Solution Offerings *(continued)*

Willow also enables universal search and queries using the same data ontology and fuels the capability for advanced analytics that leverage the power of machine learning including anomaly detection, fault detection and diagnosis, predictive maintenance and warranty life cycle optimization. Using text search or directly querying the digital twin data model, subject matter experts can ask questions across a site or a portfolio without having to understand a relational model, given that the digital twin data model is self-descriptive.

Marketplace

WillowTwin™ provides real estate portfolio and infrastructure asset owners access to a Marketplace of applications to serve a variety of use cases, from design and construction to smart maintenance, tenant experience and more. Marketplace allows owners, managers, and occupiers to deploy the latest smart building technology onto their assets, without the need for time-consuming and costly integrations, and with complete control over how their data is accessed, managed, and recorded.

As an open innovation platform, we also enable start-ups and third-party vendors to innovate new applications to better serve suppliers, builders, owners, operators, and users, marketing their solutions to the world's largest portfolios through Willow.





Reference Links:

[Microsoft's CEO – Satya Nadella Speaking about Willow](#)

[Microsoft x Willow | Building 121 Collaboration](#)

[Microsoft Case Study: Brookfield deploys WillowTwin™](#)

[Case Study: Willow and Investa](#)

[Willow Featured on New York by Design](#)

[Willow Featured on America by Design](#)

The Position

The Alliance Director is a mission critical position, responsible for building relationships and identifying and negotiating real estate and/or infrastructure business development opportunities for Willow. This is a fast-growing company and the Director must be able to “hit the ground running,” learning the product(s) and existing customers in a short period of time. The Director is a senior stakeholder who assesses opportunities, develops strategies and relationships and drives successful outcomes with Willow team members and customers. He or she is responsible for “growing” existing accounts, therefore must establish and support relationships with current customers. Because leadership is a major role in this position, the Director must be strategic in establishing relationships with both customers and Willow employees. The position is preferred to be based in the Dallas, TX area.

The Ideal Candidate

The successful candidate for this position will be an energetic go-getter. The Director will be future-focused, with the ability to see development opportunities and the motivation to pursue those opportunities. He or she will have a bachelor's degree in business, experience in software systems, sales and managing accounts or an equivalent combination of experience and education.

The Director must be politically savvy, with the ability to interface and create productive, meaningful and sustainable relationships with a wide variety of individuals, including company staff. He or she will be energetic, with the drive to pursue opportunities and the tenacity to see projects to their fruition. The Director will also have experience in motivating and directing team members to create and consistently deliver successful outcomes, as well as sustain existing relationships. He or she will preferably have experience as a senior leader in the market (Aviation), with an established C-suite network in aviation, property and/or construction. Government experience will also be helpful in being successful in this role.



Salary and Compensation

This position offers a competitive salary range with an extraordinary benefits package.

How to Apply

To apply online, [click here](#).

Deadline for applications: Open Until Filled

Contact for this search is:
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blake@adkexecutivesearch.com

Please note: After your application is complete, you will receive an important email from us. Please check your inbox and your junk/spam folder, and if you have not received our email, please notify us at: admin@adkexecutivesearch.com.

