



# SENIOR ASSOCIATE / MANAGER, NORDICS, CLIENT RELATIONS TEAM

## ABOUT SUSTAINALYTICS

As the demand for Environmental, Social and Governance (ESG) related products and services grows ever more sophisticated, Sustainalytics is at the cutting edge, as the leading independent provider of ESG research.

Today, Sustainalytics supports hundreds of the world's foremost investors who incorporate ESG and Corporate Governance insights into their investment process. Sustainalytics analyses the sustainability performance of companies around the world. Our insights are used by clients to make better informed investment decisions, engage with companies in relation to their business activities and drive change.

Sustainalytics has seen huge growth over recent years and has evolved into a global organisation with 500 employees. We have offices in Copenhagen, Stockholm, Amsterdam, Boston, Bucharest, Frankfurt, London, New York, Paris, Sydney, Timisoara, Tokyo, Toronto and Zielona Góra. We have a flexible and supportive working culture and empower our employees to progress quickly in an entrepreneurial environment.

We can offer the successful candidate

- A dynamic role in an organisation with the mission of contributing to more sustainable financial markets;
- International and social work environment with colleagues passionate about sustainability issues;
- Opportunities for travel
- Exciting opportunities and responsibilities as an integral part of leading our sales growth in a fast-growing organisation;
- A large degree of flexibility and independence;
- Working with some of the largest financial institutions in the Nordics and globally to help them integrate ESG factors into their decision-making processes.

## POSITION DETAILS

Job Type:	Full-time
Level:	Mid-level
Location:	Copenhagen
Reporting to:	Associate Director, Client Relations
Remuneration:	Competitive
Start date:	ASAP

## POSITION PURPOSE & KEY RESPONSIBILITIES

The European Client Relations team is split between our client advisory team who service our existing clients and our sales team who develop and grow our European business. We are looking for an experienced client relations professional to join the team and help with driving our growth within the Nordic region.

Key responsibilities include:

- Act as a trusted advisor to institutional and retail investor clients by sharing in-depth knowledge about responsible investment developments and integration of ESG factors across the Nordics
- Conduct client meetings to discuss Sustainalytics deliveries and reports, advising clients on responsible investment trends and developments and following up on client requests and enquiries
- Work collaboratively with the Nordic Client Relations team to help strengthen our presence in the market and to ensure opportunities are managed efficiently and effectively
- Stay on top of market developments, identify and share product innovation opportunities
- Potentially represent the company at industry events and conferences and public speaking engagements as team needs require
- Build, maintain and extend professional networks

We work daily with colleagues in our other European offices as well as in North America so the desire to work very closely with a diverse team from many different cultures is critical to thriving at Sustainalytics. The role includes some travel across the Nordic countries on a regular basis.

## QUALIFICATIONS

The ideal candidate needs to be a real team player with strong client service skills and a good understanding of the Nordic investor landscape and responsible investment trends. The ideal candidate will have the following qualifications:

- **Native in a Nordic language with strong preference for Danish, Fluency in English required**
- Demonstrated passion for sustainability and an alignment with Sustainalytics' **mission, vision and values**
- Demonstrable understanding and experience of financial services and responsible investment industry
- A minimum of 4-8 years of relevant responsible investment and account management experience
- Strong client servicing and commercial skills
- Excellent communication skills (written and verbal) and ability to lead meetings and presentations
- Ability to take the initiative and think creatively and proactively
- A natural story teller, you can understand and present complex products in an engaging way
- Degree in related discipline (business, finance, environment and/or social sciences)
- Proficiency in Microsoft Excel, Word, Outlook and PowerPoint
- Willingness to travel

## TO APPLY

If this opportunity sounds appealing to you, please apply by submitting your CV and cover letter using the form on our careers webpage [HERE](#). All applications will be treated with the highest level of discretion and will be accepted until **April 14<sup>th</sup>, 2019**, however we will start interviewing sooner so we advise you to apply as soon as possible.

If you have any questions, please consult the [FAQ](#) or contact [careers@sustainalytics.com](mailto:careers@sustainalytics.com).

*In keeping with our ongoing efforts to represent the diversity of our community, we strongly encourage people from diverse groups to apply. Sustainalytics is committed to providing accommodations for individuals with disabilities, upon request.*

*Sustainalytics thanks all applicants for their interest, however only those applicants requested to participate in the interview process will be contacted. Sustainalytics accepts applications directly from applicants only; no employment or recruitment agencies, please.*

**Your privacy while being in contact with Sustainalytics is one of our fundamental commitments here. Review our [Privacy Policy](#) to find out more about how we handle the personal data you provide us during the recruitment process. Should you have any questions or concerns, contact us at [dataprotection@sustainalytics.com](mailto:dataprotection@sustainalytics.com).**