

SENIOR ASSOCIATE, CLIENT RELATIONS, PARIS

ABOUT SUSTAINALYTICS

The investment industry is witnessing a revolution as the demand for the sector to take more responsibility for climate change and other systemic threats posed to our planet increases. Consideration of Environmental, Social and Governance (ESG) risks is fast becoming an integral part of mainstream finance. Over the last 25 years, Sustainalytics has been at the cutting edge of this shift 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 over 400 employees. We have offices in Amsterdam, Boston, Bucharest, Frankfurt, London, New York, Paris, Sydney, Timisoara, Tokyo and Toronto. We have a flexible and supportive working culture and empower our employees to progress and develop quickly in an entrepreneurial environment. We offer the opportunity for travel and the potential for international assignments for our star performers.

For more information, visit www.sustainalytics.com

POSITION DETAILS

Job Type:	Full-time
Employment Type:	Permanent
Position:	Senior Associate
Reports to:	Associate Director, Client Relations, Paris
Location:	Paris, France
Start date:	ASAP
Remuneration:	Competitive salary commensurate with qualifications and experience

ABOUT THE CLIENT RELATIONS TEAM

Our employees across the business combine their desire to work in a fast-paced, commercial and entrepreneurial organisation with making a positive impact in the work we do. The Client Relations team is at the forefront of this. We work with a diverse range of leading asset managers and asset owners in developing and implementing tailored responsible investment strategies. The team operates in a lively, collaborative and supportive environment, where each day is different.

POSITION PURPOSE

This role is an exciting opportunity for someone who wants to be part of Sustainalytics' growth story, focusing on the French market, and potentially other markets. Responsibilities will principally involve taking a leading role for managing a portfolio of clients (including asset owners, asset managers and other financial industry players), maintaining, building and developing long-term relationships with these clients. We expect you to have strong communication skills and a can-do attitude. You will be

an ambassador for Sustainalytics from early on. Your clear understanding of our clients and their business drivers will be the key to success.

Key responsibilities include:

- Manage and strategically develop your own portfolio of clients:
 - Support clients in building their ESG strategies by providing advice and guidance
 - Ensure that clients' research needs are met, including content and delivery
 - Develop expert knowledge of Sustainalytics research and services
 - Grow and strengthen client relationships by encouraging the use and expansion of Sustainalytics research and services
- Stay on top of market developments, identify and share product innovation opportunities
- Drive the French client relations strategy as well as closely collaborate with sales colleagues to further build Sustainalytics' presence in the region
- Build a network within the investment and responsible investment space and represent the company at industry events, conferences, and networking groups

We work on a daily basis with colleagues in our other European offices as well as in North America and Asia, so the desire to work very closely with a diverse team from many different cultures is critical to working at Sustainalytics.

QUALIFICATIONS

Sustainalytics is seeking a financial services industry professional with a demonstrated experience as relationship manager. The ideal candidate will be a genuine team player who is a quick learner, enjoys taking on new challenges and responsibilities, and thrives in a dynamic and fast-paced growth environment. The candidate can reach objectives individually, as well as through close collaboration and coordination with other team members, based on Sustainalytics' relationship-focused philosophy. The ideal candidate will have the following qualifications:

- 3-6 years in a client-facing role in financial services, responsible investment or sustainability-related consulting;
- Degree in a related discipline (business, finance, environment and/or social sciences);
- Post-graduate degree (MBA) or industry designation (CFA) is an asset;
- Demonstrated passion for sustainability;
- Fluency in English and French is a must;
- Proficiency in Spanish is an asset
- Efficient, well organized team-player with a high level of integrity;
- Ability to understand and present complex products;
- Excellent interpersonal, communication and writing skills;
- Alignment with Sustainalytics' **mission, vision and values**;
- Proficiency in Microsoft Excel, Word, Outlook and PowerPoint.

TO APPLY

If this opportunity sounds appealing to you, please apply by submitting your CV and cover letter on our careers webpage [HERE](#).

All applications will be treated with the highest level of discretion and will be accepted until **Sunday, 16 December 2018**; however, we will start interviewing earlier and, thus, we advise you to apply as soon as possible.

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.

- 1 **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.**