

ENGAGED TRACKING – SALES INTERNSHIP IN CENTRAL LONDON

Engaged Tracking helps investors identify, understand and manage the financial risks associated with climate change.

JOB DETAILS

Role:	Intern, Engagement Team – SALES
Duration:	3-6 months initial internship, with opportunity for full-time permanent role
Compensation:	£ Voluntary to Competitive, dependent on experience
Location:	London
Deadline:	1st intake 17th September, 2018, 2nd intake 29th October 2018

ROLE MISSION

We are looking for a graduate to join us for an internship in the field of sustainability finance. The intern should have excellent communication and interpersonal skills, as well as a demonstrated interest in finance and climate change. The successful candidate will have a desire to learn about the investment industry, business development and how investors can manage financial risk associated with climate change. The internship is within a dynamic fintech company in a client-facing team.

You should be able to work well in a hard-working friendly environment, be results-oriented and have a strong affinity for the company mission, sustainability. This will be an exciting chance to be a part of a dynamic organisation that operates in a growing area of finance.

ENGAGED TRACKING

Engaged Tracking is a specialist provider of climate-related data, actionable insights and tailored investment strategies.

We help our members identify, understand and manage the financial risks associated with climate change.

Engaged Tracking works with some of the biggest brands in financial services, educating the market to address complex issues that are among the most important challenges of our time.

As a small, motivated team with a flat structure, the opportunities to learn, have an impact and develop within the organisation are significant.

KEY OUTCOMES

This position will teach you how to:

- Create and deliver high quality presentations to financial institutions, such as pension funds, asset managers and banks with billion-dollar AUMs
- Be effective in a high performance B2B marketing and sales structure
- Engage with high level financial professionals on key issues in the climate change space, including regulation, market standards, analytical approaches etc.
- Become a more confident and skilled professional within a supportive environment
- Manage time and resources effectively and work to targets
- Be part of a cross functional project team

Responsibilities and Duties

- Work with the team to identify and manage key market segments and trends
- Identify relevant stakeholders and develop marketing strategies
- Implement these strategies and track success
- Manage communications with clients and prospects
- Autonomously decide how to best meet targets, with support from your manager
- Prepare and aid in presenting key insights to decision-makers at billion dollar financial institutions
- Use your knowledge and experience to support the wider business goals
- General Administration as obtaining up to date distribution lists, setting up conference calls, drafting emails for clients, making and maintaining good notes in the company CRM.
- Participate in the company ping-pong tournament, Friday night drinks or bring your instrument of choice to the company band

CAPABILITIES

- Strong attention to detail
- Reliable and flexible
- Strong communication skills, both written and spoken
- Excellent computer/technical skills, specifically GSuite
- Required education – Outstanding academic profile, with a minimum of 2:1 in a relevant field. The ideal candidate will have a Masters degree in a related

field e.g. MBA, MSc Finance, MSc Environmental Science, MSc Geography, MA Environmental Law or other related field

- Professional background – Ideally prior work experience in financial services, consulting, B2B marketing, product management or other directly relevant role is a strong advantage
- Languages and international experience are helpful
- **MUST BE ELIGIBLE TO WORK IN THE UK**

REWARDS

At Engaged Tracking we have an integrated way of rewarding our team members based around a simple, clear and consistent set of principles. Our approach helps to ensure we support a pay for performance culture, where your reward and career progression opportunities are linked to what you deliver.

APPLICATION

We go beyond the obvious, using intelligence, passion and creativity to inspire new thinking among our clients and to shape the world we live in for the better. To apply for a career that's out of the ordinary, please submit your CV and cover letter explaining why you would be a good fit for the role to careers@etindex.com.