

ENGAGED TRACKING – SALES POSITION IN CENTRAL LONDON

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

JOB DETAILS

Role:	Engagement Team – SALES
Duration:	Minimum 4 months with opportunity for a full-time permanent role
Compensation:	£ National Minimum Wage to Competitive, dependent on experience. Generous commission scheme.
Deadline:	31st January 2019

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:

- Engage with high-level financial professionals on key issues in the climate change space, including regulation, market standards, analytical approaches etc.
- Be effective in a high-performance B2B marketing and sales structure
- Create and deliver high-quality presentations to financial institutions, such as pension funds, asset managers and banks with multi-billion dollar AUMs
- 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

- Assist the Head of Sales in driving sales performance
- Meet key sales KPIs, including booking client meetings and calls
- Work with the team to identify and manage key market segments and trends
- Identify relevant stakeholders and develop sales 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.

CAPABILITIES

- Strong attention to detail
- Reliable and flexible
- Strong communication skills, both written and spoken
- Excellent computer/technical skills, specifically GSuite
- Professional background – Ideally prior work experience in sales, 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 / COMPENSATION

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.



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Competitive pay depending on experience.

APPLICATION

To apply for a career that's out of the ordinary, please submit your CV and a short cover letter explaining why you would be a good fit for the role to careers@etindex.com.