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The Solution Specialist is responsible for providing technical sales support to the Moody's Analytics Sales team across the region, which will involve detailed demonstrations and presentations of models and concepts, data and bespoke analysis to map ESG and climate risk business needs/ challenges of prospective clients to Moody's solutions.

Responsibilities:

Effective and efficient collaborators within the sales groups and teams including the Relationship Managers, Industry Practice Leads and the relevant product teams in their domain

Able to engage with senior stakeholders and client C-Suit to maintain existing relationships and foster new ones

Bring subject matter expertise and support clients' interpretation and application of Moody's ESG Solutions' data to their ESG and climate risk requirements

Manage and coordinate responses to PoCs, RFPs and other request for information from clients and prospects to help secure buy-in

Market feedback for product development:

Systematically gather and share client feedback with Product, Research and other relevant internal groups with the aim to drive the development of business of Moody's ESG products and offerings

Work closely with the Product, Research and MA Sales teams to promote quality improvement and the development of new solutions and sources of revenue.

Internal coordination and engagement:

Requirements:

Min 5 years' experience in a related field in a sales and technical capacity

Min 3 years' experience in climate-or ESG-related data analysis and research

Master's degree or qualification in a related field such as sustainability, environmental / climate sciences is a plus

Familiarity of regional and global ESG and climate policy landscapes and market trends

Excellent written and oral communication skills, including the ability effectively to communicate complex, technical issues to non-expert audiences

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