

## Sustainable Finance Lead - Middle East (VP)

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Company: ING Bank N.V.

Location: united arab emirates

Category: other-general

The role & work environment: A growing number of major companies have adopted sustainable business strategies to ensure their long-term profitability. As a result, new sectors are emerging and business models are developing that require creative financial solutions. Companies are looking for banks and investors, which will finance their transitions towards sustainability. This provides ING with solid business opportunities which are profitable and contribute to a sustainable global economy. ING receives high rankings in sustainability indices and is considered as a leader for its integrated approach of sustainable business. The Sustainable Finance team is growing and provides sustainable financing solutions to clients through its regional hubs in Amsterdam, Brussels, Frankfurt, London, Madrid, Paris, New York and Singapore, Hong Kong, Seoul and Sydney. To drive the business further in the ME, we seek to extend our team by attracting a Sustainable Finance Vice President or senior Associate. We are looking for an entrepreneurial professional who would enjoy to further grow the business, who can support all product groups by structuring sustainable solutions and accelerate business potential across the EMEA region. Responsibilities: You will work on a variety of sustainable and transition products and new product development to shape the market further. You will have the following responsibilities: Support deal teams on the origination and execution of sustainable finance deals (e.g. sustainability-linked and use-of-proceeds transactions), working collaboratively with other deal team members and external deal participants to bring a transaction to a successful close. To successfully work on marketing preparation, origination, and sustainable deals execution, with other deal team members and external deal participants to provide/manage all execution necessary to bring a

deal to a successful close with minimum supportContinue innovations in new sustainable finance products and structures to solve real issues and identify new growth marketsProfile:Someone who strives to bring fresh ideas to life and embraces challenges in a fast changing and complex environment.A naturally collaborative person who listens and invests in others to achieve common goals and who questions the status quo, is eager to propose creative solutions to problems and is eager to drive new business initiativesOur new colleague is expected to be/ have:Client focused: client engagement is the key priority in further strengthening the sustainability profile of our clients and driving the Sustainable Finance businessAa minimum of 4-7 years of experience in: (i) originating and executing transactions (in structured finance, debt capital markets, deal structuring) or (ii) in (ESG) advisory with sufficient client-facing front-office experienceExperience with sustainability-related transactions is a plusAnalytical and with a creative mindsetA Master degree holder in Business/Finance or other relevant disciplines (additional sustainability related academic background is a plus)Fluent in English (verbal and written).What do we offer?An entrepreneurial and commercial position based in Dubai, in a quickly developing environmentThe opportunity to support sustainable transitions and help ING to maintain its position at the forefront of the market.Exposure to a highly professional, international environment, incl. a diverse corporate client base and various financial productsING's purpose is 'Empowering people to stay a step ahead in life and in business'. Every ING colleague is given the opportunity to contribute to that vision. We champion self-reliance and foster a collaborative and innovative culture. The Orange Code is our global manifesto for how we stay true to our purpose and our tradition of reinvention and empowerment. It is made up of ING Values (we are honest; we are prudent; we are responsible) and ING Behaviours: (you take it on and make it happen; you help others to be successful; you are always a step ahead) For us, success will only be achieved if we act with Integrity.Some companies see diversity as a box to be ticked. We see it as fundamental to our success and we encourage a proper work/life balance. At ING, you will be judged on your performance in line with the Orange Code. And that's a promise. In order to operate ING's recruitment process, we will collect and store personal information you provide. Please request the privacy notice should you wish to understand how ING uses and protects this information.

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