



## Sales Specialist –Index & ESG

### Job Information

**Hiring Company**

MSCI Inc.

**Job ID**

1467283

**Industry**

Investment Banking

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

Negotiable, based on experience

**Refreshed**

May 1st, 2025 06:00

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Fluent

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

### Job Description

**Your Team responsibilities**

MSCI's North Asia Index / ESG Coverage team is seeking to expand in Tokyo with a commercially driven and result oriented individual. This sales position is aimed at expanding and increasing the usage of our industry-leading suite of Index and ESG products and solutions that support investment decisions. This role demands a consummate relationship builder to drive sales and hit revenue targets.

Previous sales coverage experience with institutional clients (mainly Broker dealers, and partially Asset Managers) on index related business opportunities including data sales and distribution, IP rights and reporting licensing, investment strategy customization and asset-based licensing is strongly preferred.

**What we will offer you: Depending on your location of your role, you can expect ...**

- Competitive fixed and variable compensation, holiday/vacation allowance & retirement savings plans/pensions
- Employee Resource Groups to support you in and out of the office
- A wide range of benefits including – healthcare, dental plans, risk insurances and (location dependent) - cyletowork schemes, gym benefits, retail discounts,

- A purposeful approach to Wellbeing including training, support networks, membership to wellness platforms and vendors, and active local office communities
- A specific and deliberate planning to the physical offices in which we work, and support for everyone spending periods of time working remotely or at home. This approach mirrors our commitment to transparency and sustainability and puts the safety and wellness of our employees at the center of all we do. We aim to provide productive and sustainable work environments and technology that encourages collaboration, creativity and innovation.

### Your key responsibilities

- Institutional as well as retail Sell-Side (partially Buy-Side) sales coverage for MSCI
- Achieve forecasted revenue, renewal and profitability targets
- Nurture existing relationships and prospect aggressively to establish new ones
- Grow the ASEAN ecosystem of users of MSCI Indexes and ESG solutions
- As a strategic/key account manager, develop client specific and business specific plans & strategies
- Actively engage with local market participants
- Support regional sales leader on strategic market development
- Collaborate with other sales groups to achieve cross-segment opportunities and synergies
- Monitor and manage the customer satisfaction and retention of a demanding investor segment

### Required Skills

#### Your skills and experience that will help you excel

- Strong understanding of financial markets and Sell-Side (partially Buy-Side) product landscape, use cases and end users
- Good understanding of active and passive index fund strategies in Japan and Asia
- Ability to communicate effectively across the organization globally with colleagues across different functions
- Proficiency in written and spoken in Japanese
- Strong sense of ownership and servicing mindset to ensure efficient and effective customer service processes
- University graduate and/or with professional qualification, e.g. CFA, FRM, etc
- Minimum 5-10 years of institutional as well as retail coverage experience in mainly Sell-Side, and partially Buy-Side
- Excellent track record in developing new business and growing established revenue streams
- An understanding of the ESG market and how ESG factors impact the investment process
- Excellent presentation and communication skills
- Solid networking and inter-personal skills
- Innovative, entrepreneurial, customer orientated thinker with strong consultative sales drive
- A team builder and player with emotional and professional maturity
- A commercially minded individual with drive and capacity to manage a dynamic, fast paced environment
- Oral and written fluency in Japanese and English required
- Knowledge of any other Asian language is a plus

#### How we'll support you

- Coaching and support from experts in your team
- A performance and growth-oriented culture and values
- Opportunities for continuous learning to aid progression
- Goal based objectives and development plans
- Transparent performance-based compensation schemes
- Employee resource groups such as the Women's Leadership Forum, MSCIPRIDE, Black Leadership Network and Eco-Groups.

#### About MSCI and our teams:

MSCI is a market leader in Global Indexes, Smart Beta, ESG and Risk Management, and is at the forefront of the secular trends dominating the financial services landscape today. We are committed to the future sustainability and transparency of the financial markets. We create innovative products and services that allow our clients to make more informed investment decisions, and we provide investors with critical performance measurement and risk management data and analytics. Click [here](#) to see what we do (link to MSCI brochure)

Our values define the working environment we strive to create. We are inclusive, we champion bold ideas, we always pursue excellence, and always act with integrity. Personal accountability and responsibility are key to success, and we always work as a team to remain client centric.

MSCI is committed to developing a culture and workforce that reflects the clients and communities in which we operate. Increasing our diversity expands our talent pool which helps to accelerate innovation in all we do. We especially encourage members of historically underrepresented groups to apply, including women, ethnic minorities and those in the LGBTQ community.

MSCI Inc. is an equal opportunity employer committed to diversifying its workforce. It is the policy of the Firm to ensure equal employment opportunity without discrimination or harassment on the basis of race, color, religion, creed, age, sex, gender, gender identity, sexual orientation, national origin, citizenship, disability, marital and civil partnership/union status, pregnancy (including unlawful discrimination on the basis of a legally protected pregnancy/maternity leave), veteran status, or any other

characteristic protected by law.

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Company Description