



Analytics Consultant

Job Information

Hiring Company

MSCI Inc.

Job ID

1467284

Industry

Investment Banking

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

Negotiable, based on experience

Refreshed

May 9th, 2024 09:00

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

Position Overview

We are currently seeking an experienced **Consultant** (Associate level) to join our **Client Coverage** Organization in **Tokyo, Japan**.

POSITION OVERVIEW:

- MSCI Analytics consultants are responsible for maintaining and growing existing client relationships for all Analytics and Risk Management products. Consultants are assigned clients within a given sales team territory, and work hand in glove with the sales team to achieve common commercial and client relationship/servicing objectives.
- The consultant pro-actively manages the client relationship and ensures a high level of client experience and satisfaction. The objective is to ensure the client fully benefits from their subscription, which is achieved by developing a high-level understanding of the client needs and creating value as a Trusted Advisor. The consultant ensures the client maximizes the value of the products they have subscribed to and identify additional products that could further benefit the client in their investment and risk management process.
- This role is a highly visible one, with involvement in all aspects of an account including senior level relationship management, product demonstrations, users training and education, and client experience enhancing activities such as presenting at client workshops, seminars, and webinars. In this role, individuals will work very closely with sales,

global client service, marketing, research and product management.

RESPONSIBILITIES:

Total relationship management involving:

- Improving the year on year retention rate by ensuring a high level of client experience and satisfaction
- Detailed account planning, including engagement with all levels of client organization
- Responsible for delivering client education and product training
- Be a subject matter expert on all aspects of our products and methodologies, and be able to answer detailed client inquiries
- Become a Trusted Advisor by applying both product and client expertise to pro-actively identify solutions/product usage that create value for the client – hence contributing directly to up-selling and cross-selling opportunities
- Provide thought-leadership by sharing best practices within the client community, and leading workshops and seminars
- Keeping abreast of latest industry trends, client needs, and product development roadmap. Working with other teams (Marketing, Sales, Research, and Product Development) to ensure company is delivering relevant products
- Extensive visit to client sites

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.

Company Description