

ESG - Key Account Management Lead (100%)

Start Date: September 1, 2019 or by agreement

Location: Zurich, Switzerland

If you are interested in applying for this position, please click [here](#) to submit your application.

About RepRisk

RepRisk is a global leader and pioneer in data science, specializing in premium ESG and business conduct risk research and quantitative solutions. Since 2006, RepRisk has been leveraging artificial intelligence and curated human analysis to translate big data into actionable business intelligence and risk metrics. With daily-updated data synthesized in 20 languages using a rules-based methodology, RepRisk systematically flags and monitors material ESG risks and violations of international standards that can have reputational, compliance, and financial impacts on a company.

Our flagship product, the RepRisk Platform, is the world's largest database of its kind, consisting of 120k+ public and private companies and 30k+ projects of all sizes, in every sector and market. Leading organizations around the world rely on RepRisk as their key due diligence solution to prevent and mitigate ESG and business conduct risks related to their operations, business relationships, and investments.

For more information, please visit <http://www.reprisk.com> or follow us on [Twitter](#).

Job Description

As a Lead in the Key Account Management team you will be responsible for managing a team of Account Managers and a portfolio of prestigious banking, insurance, investment management, asset owners and non-financial corporate clients. You will proactively manage the relationship with existing clients, understand their needs, identify products and support the development of tailor-made solutions. If you are an enthusiastic and dynamic professional with relevant experience in client relationship management and business development, then we are looking for you!

The Key Account Management Lead is part of our international Sales and Marketing team and reports to the Head of Client Relationship Management based in Zurich, Switzerland.

His or her primary responsibilities are as follows:

- Manage a team of Account Managers and be a Key Account Manager her/him-self
- Proactively establish, manage, and deepen client relationships, including upselling and contracting, for your portfolio of clients

- Ensure client satisfaction and drive client retention by maintaining the high-quality standard of RepRisk services, thereby helping maintain RepRisk's leading position as an ESG service provider
- Help drive key client relationship management programs such as the RepRisk Client Journey
- Support business development opportunities working closely with Sales, Client Solutions, Products & Technology, and Operations

Candidate Profile

You are people-oriented and results-driven, have demonstrated presence and energy in past positions or projects, and maintain a pragmatic outlook without compromising quality.

Getting up and running quickly in different areas of business and working and communicating across cultures should be among your established skills. You have strong analytical skills, work confidently with a variety of software, and have an affinity for technology.

The position requires strong self-management and the ability to deliver agreed-on tasks and to manage expectations even when under pressure. Very importantly, you are willing to go the extra mile to achieve the best outcome for RepRisk and our clients.

Last but not least, you are passionate about ESG issues and strive to achieve something meaningful.

Education and Experience

- Solid Account Management experience
- Former experience as team lead is preferred
- A Master's degree from a respected university or college
- Experience in the financial services, especially with asset managers, banks or insurance, would be an advantage
- You must be fully fluent in English. Any other major business languages, in particular German, would be an advantage
- Advanced skills in MS Word, Excel, and PowerPoint are essential

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Please note that at this time we will only consider candidates with a valid work permit for the respective location you are applying for.