

**Position:**  
**Regional Sales Director, Asia-Pacific**

Four Twenty Seven is looking for an experienced sales professional to lead its business development efforts in the Asia-Pacific. The successful candidate will join a dynamic team of climate experts, data scientists and economists to grow the client base for our cutting-edge products that model the financial and economic impacts of climate change.

The ideal candidate will have extensive experience selling and supporting data, analytics and intelligence products and services to large commercial, financial and government institutions. The candidate should also have a robust understanding of how financial firms acquire research and data products and a broad professional network in the financial sector. A background in sustainability and/or ESG is also highly valued. The position is well-suited to those individuals with an entrepreneurial mindset who enjoy developing and executing on a new strategy, are creative and self-driven and eager to impact a growing firm and market segment.

The Regional Sales Director for Asia-Pacific will ideally be based in Sydney, Australia and will report to the Chief Revenue Officer.

**Responsibilities:**

- Develop and execute a detailed sales plan and associated tactics to strengthen and grow Four Twenty Seven's client base in the region
- Establish sales goals based on target market segments, needs analysis and product capabilities (current and planned)
- Meet or exceed sales, revenue and client retention targets
- Develop strong, collaborative, and consultative relationships with clients and prospects by listening and responding to clients' needs
- Fine tune commercial terms and deliverables to address specific needs, concerns and opportunities
- Represent the firm at industry conferences
- Provide effective feedback gathered from clients to inform the continuous improvement of our products
- Collaborate with and support colleagues throughout the firm

**The successful candidate will be/have:**

- A passion for new business development and promoting innovative products
- The ability to reach the appropriate decision-maker and work with decision-making units
- Results-driven with a proven track record of closing large deals
- Flexibility to work independently as well as with a team and clients spread over multiple time zones and offices
- Strong ethics, consideration of clients' and partners' needs and a team player

**Required skills, experience and qualification:**

- 10+ years of business development experience in the financial sector
- Proven track record:
  - Selling market intelligence or other financial products to large institutions, including governments, asset owners, asset managers—real estate, infrastructure and public market and private equity managers—banks, corporations and/or insurance companies



- Developing and executing an effective sales strategy
- Identifying and nurturing an opportunity through to completion
- Excellent written and oral communication skills, including the ability to effectively communicate complex, technical issues to non-expert audiences
- Strong presentation skills and experience
- Exceptional organizational skills and attention to detail
- Self-starter, autonomous and responsible
- Comfortable in a fast-paced environment, and able to juggle multiple commitments and deadlines

### About Four Twenty Seven

Four Twenty Seven (427mt.com), an affiliate of Moody's, is a publisher and provider of data, market intelligence and analysis related to physical climate and environmental risks. We tackle physical risk head on by identifying the locations of corporate production and retail sites around the world and their exposure to climate change hazards such as sea level rise, droughts, floods and tropical storms, which pose an immediate threat to investment portfolios.

Four Twenty Seven's ever-growing database now includes one million corporate sites and covers over 2000 publicly-traded companies. We offer [subscription products and professional services](#) to access this unique dataset. Options include data licenses, an interactive analytics platform and company scorecards, as well as reporting services, scenario analysis and real asset portfolio risk assessments.

Four Twenty Seven has won multiple awards for its innovative work on climate risk and resilience and its work has been featured by Bloomberg, the Financial Times and the UNFCCC. Four Twenty Seven was founded in 2012 and is headquartered in Berkeley, California with offices in Washington, DC, Paris, France and Tokyo, Japan.

Four Twenty Seven is an equal opportunity employer with a global culture that embraces diversity. All qualified applicants will receive consideration for employment and will not be unfairly discriminated against on any arbitrary grounds including race, color, sex, religion, national origin, veteran status, disability, gender identity, sexual orientation or other protected category.

### To apply

This full-time, salaried position is open immediately. We offer a competitive compensation package, attractive benefits, and a flexible work environment among a team of highly motivated individuals with strong team spirit.

Send your resume and cover letter to [careers@427mt.com](mailto:careers@427mt.com) with the subject line "Regional Sales Director - Asia."