

IBF Sustainable Finance Technical Skills and Competencies
Examples of Applicable Job Roles

	Sales, After Sales, Distribution and Relationship Management								Product Solutioning and Management							Operations		Risk, Compliance and Legal				
	Relationship Management	Financial Advisory	Business Development	Sales and Distribution	Investment Counsellor	Client Service	Client/Account Management	Product Origination and Structuring	Portfolio Management	Investment Strategy	Product Development and Management	Economist	Research	Reserving and Pricing Actuarial	Wealth Management	Trading	Underwriting	Client Investment Performance and Reporting	Risk Strategy	Risk Management	Compliance	Legal
Carbon Markets and Decarbonisation Strategies Management	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√
Climate Change Management	√	√	√	√	√	√	√		√	√	√		√	√			√	√	√	√	√	√
Impact Indicators, Measurement and Reporting								√	√	√	√		√	√	√							
Natural Capital Management	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√				√	√	√	√
Non-Financial Industry Sustainability Developments	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√				√	√	√	√
Sustainable Insurance and Re-Insurance Solutions and Applications	√	√	√	√		√	√	√		√	√	√	√			√			√	√	√	√
Sustainable Investment Management	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√		√					
Sustainable Lending Instruments Structuring	√	√	√	√		√	√	√	√	√	√	√	√	√	√				√	√	√	√
Sustainability Reporting	√	√	√	√	√	√	√	√	√	√	√		√	√					√	√	√	√
Sustainability Risk Management	√	√	√	√	√	√	√		√	√	√		√	√		√	√	√	√	√	√	√
Sustainability Stewardship Development	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√							
Taxonomy Application	√	√	√	√	√	√	√	√	√	√	√	√	√	√	√				√	√	√	√