

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 | √ | √ | √ | √ | √ | √ | √ | √ | √ | √ | √ | √ | √ | √ | √ | | | | √ | √ | √ | √ |