

Product Manager - Collateral Management

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Company: Euroclear

Location: Belgium

Category: other-general

Division : Group Strategy & Product Expansion

Liquidity services – Collateral Management and Securities Lending

Euroclear holds a pole position in the market and has successfully maintained a growth strategy over the years. Our dedication is to retain our market leadership tomorrow by continuing to meet market and client expectations successfully.

We align efforts towards the new ambitious long-term strategy and vision, which seeks to anchor Euroclear's relevance and continues creating future value for our ecosystem and financial markets overall.

The intention is to introduce 4 divisions within Client and Business Strategy, fully dedicated and accountable, and strongly interconnected, to set the path for our future success.

Context

As Product Manager you will be part of the team that manages the suite of collateral management services offered by the Euroclear group.

You will have a pivotal role in the evolution of collateral management business domain. You will interact with all relevant internal customers and experts and drive their actions by coordinating regularly with Sales, IT, and Operational functions on design, distribution, and product specifications/changes as needed and may participate in coaching and training of client service and Sales.

You will

You contribute to ensure that Euroclear offers competitive products and services to its clients and that products and services meet customer needs and regulatory requirements.

When necessary you will help to manage and re-engineer products to achieve this goal.

You will deliver product solutions that create an alignment of cost-efficiency, creativity, and functionality.

You will demonstrate your product and operational expertise, monitor, analyse, and evaluate product performance and customer feedback to generate new product ideas, and identify product and service features that need to be changed. You analyse sales information, projections, and other data and prepare forecasts on market evolution and company products.

You contribute to the development of new / existing products and markets through the implementation of certain components of the product strategy.

You monitor, analyse and evaluate market trends, consumer behaviour and competitor activity to identify market opportunities for the product / service

You monitor sales volume, revenues and costs against forecasts, and provide reporting

You will be given opportunities to interact with external partners, starting with clients and users of your product, but also other market infrastructures (CCPs, Automatic Trading Systems etc...), service providers, regulators and others.

Internally you will interact with

With Relationship Managers and Business Development Managers in Commercial;

With Product Business Analysts and Application Domain Management teams

With Operations teams;

With Legal;

With Audit and Risk Management for the implementation of a proper control framework of your product.

Technical Skills

A Master's Degree or equivalent experience in finance, business, economics is preferred.

You have knowledge or experience in the functioning of global financial markets;

A proven record of accomplishment either in collateral management or securities lending

(preferred);

You have the right product management skills and you are eager to learn more. Formulating a case, analysing, and describing relevant market data and trends, making presentations etc excite you!

Soft Skills

Communication: Articulate sophisticated concepts, good in active listening; clear and influential communication within the organization

Networking: Build and maintain extensive professional network and foster collaboration and information knowledge exchange to build internal networks and leverage connections and relations for organizational success.

Dealing with Ambiguity: You cope with ambiguity as an opportunity for strategic advancement.

Problem Solving: Navigate effectively through sophisticated challenges and make strategic recommendations based on a comprehensive understanding of facts to address complex issues.

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