

Product Manager – Global Treasury Products

SVB Financial Group overview:

SVB Financial Group provides diversified financial services to [emerging](#), [growth](#) and [established](#) technology companies and the [life science](#), [venture capital/private equity](#) and [premium wine](#) markets. Through its focus on these specialized markets and its extensive knowledge of the people and business issues driving them, SVB Financial Group provides a level of service and partnership that measurably impacts its clients' success.

SVBFG has approximately 1,300 employees, \$11 billion in assets, and 32 offices serving entrepreneurs around the world – 27 in the United States, and five outside the United States (in London, U.K.; Herzliya, Israel; Mumbai and Bangalore, India; and Shanghai, China).

SVB has built a culture based on four core values: being enterprising, ethical, driven and dedicated. Both internally and with our clients, we value professionalism and emphasize its importance in communication, responsiveness, approach and appearance.

Job Description:

Responsible for global treasury products including multi-currency and international payment products designed to meet the needs of commercial banking clients. Specific responsibilities include

- Formulate ongoing product and service delivery strategies. Partner with sales, implementation and operations to achieve customer experience and sales goals.
- Develop and maintain product road map by conducting gap analysis, competitive analysis, and market research. Recommend enhancements to product line to stimulate sales and meet client objectives. Translate market requirements into business requirements and execute product development. Build the business case for investment and champion product innovation
- Provide thought leadership for global treasury products and be a key resource for internal business partners, sales teams and clients on global treasury products, Assist with RFP responses, line and client requests as required
- Manage product metrics including product financial performance, variance analysis, and set standard product and market pricing parameters to meet product growth goals.
- Provide product training and support to sales teams and client service. Produce and maintain product and process documentation, product material and product training material.

- Build productive relationships with internal partners, e.g. legal, technology, operations, client service, implementation and sales and with external partners and alliances to expand product offering

Skills:

- B.S. degree or equivalent experience required. MBA a plus
7+ years product experience and product management skills
- Global treasury product management experience a plus and Cert ICM or CTP credentials preferred
- Strong client focus including ability to think in terms of client experience/perspective
- Exceptional interpersonal and communications/presentation skills
- Strong analytical skills including familiarity with international banking operations and/or data reporting/management analytics
- Strong project management and PC skills
- Consideration may be given to candidates able to work in other SVBFG office locations within the US