



MYERS
LTD.

SPECIALISTS IN ADVANCING EXECUTIVE AND TEAM LEADERSHIP

Senior Vice President, Unit Manager of Product Management & Development Los Angeles, CA

Regional bank with leading international company as major stockholder has big plans to expand through this bank into the United States. This position will serve a key role in leading the Product Management and Development team. Succession planning is in place to launch your career in any number of directions in the future. Join this progressive organization who views people as their greatest asset, and be a part of history, making and seeing something in reality where other banks are just in the formative stages.

Job Description

The Senior Vice President will be responsible for the management of Cash Management product lines and the development of related new products and major enhancements. Coordinate product development and management activities of Product Managers with Bank departments and outside vendors to promote and deliver quality products to the marketplace profitably and effectively. Ensure that the appropriate consulting and sales functions are informed of new products and enhancements and that planned profit goals on assigned products are achieved. Oversee the development and management of delivery and accounting systems which have multiple products. Ensure adherence to regulations to protect the Bank from unacceptable levels of risk.

Major Responsibilities

- Oversee the development of new services and products in assigned areas based on the Bank's goals and objectives.
- Analyze and evaluate new concepts and determine feasibility and market potential. Coordinate the research effort by determining market segments.
- Advise management of potential new product capabilities through preparation of strategy presentations or papers which define markets, product design, profitability, marketing costs, alternative systems, operating expenditures and capitalization.
- Manage Product Management efforts on existing product lines, ensuring that state-of-the-art technology is applied. Maintain awareness of major strategic recommendations to management through presentation of proposals which analyze user groups and customer procedures, pricing cost and internal/external technology and procedures needed to effect change.
- Responsible for approving and managing annual Bank forecasts of related product volume, revenues and costs.
- Formulate and support Bank's online strategy.
- Coordinate the development and enhancement of multi-product delivery and accounting systems and between product managers, users and delivering departments.
- Oversee the development of strategies for pricing, advertising, marketing and training of assigned product lines.
- Review requests from line management to modify and/or change the design of existing products. Determine cost effectiveness and compliance with auditing procedures and legal requirements.
- Actively ensure compliance with Union Bank's Business Standards of Conduct and all Patriot Act, CIP, Anti-Money Laundering, Bank Secrecy Act, information security and suspicious activity reporting requirements, and other regulatory and compliance policies and procedures.



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Qualifications

- Undergraduate degree required. Equivalent experience may be considered.
- Minimum of 10-15 years of technical experience.
- Minimum of 5-7 years of supervisory experience.
- Excellent leadership, strategic planning and product management skills.
- Excellent analysis and data financial skills.
- Excellent communication skills, both written and verbal.
- Excellent interpersonal skills.
- Understanding of the Customer perspective including experience in working in a business treasury, receivables or payables department.
- PC skills to include Microsoft, Lotus Notes, PowerPoint and Excel.

Contact: Kirk Gove at Kgove@ddjmyers.com