



MYERS
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SPECIALISTS IN ADVANCING EXECUTIVE AND TEAM LEADERSHIP

VP & Senior Product Manager, Deposits 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 as member of 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

Responsibilities

The Vice President & Senior Product Manager of Deposits is responsible for developing and managing strategies and training related to all aspects of the Deposit Accounting systems.

- Develop and manage a short and long term strategy for analyzing balance fluctuations and trends – prepare reporting for management to clearly depict findings.
- Develop and manage the forecasting models to forecast deposit balances for Commercial Deposits & Treasury Management (CDTM) markets while ensuring identification of appropriate risk issues.
- Develop strategies and management recommendations to ensure that the bank is managing the balances effectively. Prepare regular presentations to review recommendations with management.
- Develop new services and products based on Bank's goals and objectives, working with internal departments and outside vendors as required. Products and services should meet the needs of CDTM Markets and provide adequate tools to attract and retain deposits.
- Develop marketing strategies for products, should be developed to support new products and services, also to support recommendations.
- Monitor industry trends relative to Deposits and general financial trends. Provide management recommendations if an industry trend is identified that may have short or long term impact on the bank or how it conducts business.
- Provide independent, analytical studies, support and guidance with respect to forecasting balances, and the interest rate risk in projected balance sheet portfolio. Support CDTM's and ALM's advanced analytics for evaluation of strategic and tactical risk management options.
- Work with Treasury and Finance to understand interest rate forecasts and impacts to CDTM markets and balances.
- Perform independent data mining, analysis, and reporting within CDTM markets.
- Manage/Enhance existing product lines providing state-of-the-art functionality.
- Develop annual product plans for products and services within area of responsibility.
- Develop/recommend pricing for products within area of responsibility.
- P&L tracking and reporting required for products and services within area of responsibility; recommend changes to increase profitability/reduce costs.
- Recommend advertising, marketing and training strategies for assigned products to support recommendations and product goals.



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- Support Bank's calling efforts as required. Review requests for modifications from line management to modify or change products or product related strategies. Support and execute Bank's channel migration strategies.
- 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.

Qualifications

- Undergraduate degree required. Equivalent experience may be considered.
- Minimum of 3-5 years technical product management experience.
- Excellent 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