

Job Advert Details

Some careers have more impact than others.

If you are looking for a role where you can continue to make an impression, take the next step at HSBC where your contributions will always be valued.

Global Payments Solutions (GPS) is an integral part of our client proposition and employs our global network to capture market share and deliver growth. The business is uniquely positioned to help clients make payments across borders, across currencies and regulations, quickly and cost effectively with dedicated in country and regional support. Our expertise in this area is repeatedly recognized by the industry's most prominent publications and associations with numerous global, regional and country awards.

We are currently seeking an experienced professional to join our team in the role of Manager Product Management.

Principal Responsibilities

- Lead the Products function of Global Payments Solutions (GPS) for Sri Lanka and Maldives which will report into Country Head of (GPS).
- Govern the Product Framework - to ensure client centricity, drive resilient and consistent business results by applying commercialization and monetization strategies.
- Lead development of products/enhancements and manage project plans to support the overall strategy execution.
- Ensure products are designed to meet customer needs and is aligned to the regulatory framework and global GPS strategy.
- Perform product performance analysis on a regular basis; provide directional change and drive optimization initiatives where needed.
- Manage and maintain the Global Product Inventory (GPI) and ensure the product is sold to the designated client base.
- Accountable for fair trade of value in client Pricing and Revenue Management by undertaking market research to ensure a competitive product positioning.
- Define new pricing parameters and provide documented rationale to show how the respective product/services delivers a balanced exchange of value.
- Undertake remediation projects where needed to manager risk, revenue and profitability streams.
- As First Line of Defense - identify, assess, and monitor key product risks by owning the Product Governance space including periodic recertification, process maps etc.

Requirements

- Minimum of 5 years of work experience in the banking industry.
- Bachelor's degree in business, related field.
- Able to demonstrate effective communication (written and verbal), interpersonal and influencing skills, and experience in operating within larger cross-functional organizations with matrix environment.
- An agile self-starter ('learning-by-doing' attitude), with a curious mindset and strong eye on detail.
- Lateral thinker with strong analytical and good problem-solving skills.
- Experience in Cash Management, product management, client management, business transformation or operations is required.
- Ability to work effectively with multiple business and technology partners to drive innovation and deliver product enhancements.
- Commercially minded and focused on customer outcomes.
- Ability to lead and motivate to ensure delivery of objectives in a timely and effective manner and be committed to learn and excel.
- A team-worker with high data literacy and excellent stakeholder management skills.
- A highly motivated and committed individual with a deep desire to learn and excel.
- Familiar with current and future industry trends relating to account propositions, payments, liquidity, digital etc.

When applying, please submit a full resume.

You will achieve more at HSBC.

HSBC is committed to building a culture where all employees are valued, respected and opinions count. We take pride in providing a workplace that fosters continuous professional development, flexible working and opportunities to grow within an inclusive and diverse environment. Personal data held by the Bank relating to employment applications will be used in accordance with our Privacy Statement, which is available on our website.