



JOB REF NO. CITI-#21350037
JOB TITLE: VICE PRESIDENT – REGIONAL LIQUIDITY MANAGEMENT SERVICES – INVESTMENT PRODUCT MANAGER

JOB CATEGORY

Product Performance Management

JOB DESCRIPTION

THIS JOB ROLE IS LISTED AS PART OF CITI's #BACKTOWORK HIRING CAMPAIGN.

The Liquidity Management Services business continues to be one of the key focus areas within Citi and we offer a full suite of liquidity products and solutions to help our clients to meet their liquidity and treasury KPIs. Asia LMS business generates over \$1Billion in revenues and manages over \$150Billion of onshore and offshore client deposits. Hence, in line with the strategic growth opportunities with our clients in Asia, we are looking for the right candidate whom has an aspiration to take his/her career to the next level to fill the critical and exciting role within Regional Liquidity Product team in APAC.

This is a regional product management and product development role for Money Market Funds distribution, Earnings Credit Rates and Overdrafts. Further, the individual will also work closely on product innovations like Green Deposits. The Product Manager is also expected to drive and lead the said investment liquidity product commercialization across the various market segments in Asia. The individual is accountable for delivering innovative and market differentiating solutions and products thereby, helping to deliver the deposits and investment capabilities that meet the evolving market and client needs. The individual is responsible for managing and growing the P&L of the products throughout the product life cycle. The role provides the individual the opportunity to work closely with multiple global, regional and country stakeholders as well as have exposure with functional partners which include but not limited to Coverage/Bankers, Sales, Legal, Compliance, Finance, Implementation and Operations & Technology teams.

RESPONSIBILITIES

- This position is expected to have following ongoing responsibilities:
- Innovate, develop, roll-out, differentiate, maintain, promote and enhance the investment products and capabilities
- Define and execute the business strategy plan for Money Market Funds distribution, Earnings Credit Rates and Overdrafts while being responsible for P&L & drivers management
- Proactively working closely with Sales and Country product team to identify the client evolving needs and convert such needs into executable opportunities across market segments
- Maintain pristine risk and control for the above investment products across the region and build executable control measures for responsible products on an ongoing basis
- Contribute and align the global vision by identifying emerging client needs in the liquidity and treasury management space, navigating changes in regulations, tax, competitive landscape or macro-economic environment as they impact the said investment product suites
- Manage and influence the internal stakeholders' product infrastructure development roadmap to retain the competitive edge
- Drive digitization of the products and services to contribute to improved client experience and enable cost/expense saves

- Design and deliver product commercialization content, materials and solution packages, in collaboration with Market Management and Sales partners
- Create project plan, scope, roadmap and manage execution within defined time frames
- Ability to engage in client discussions that embody product solutioning and develop sales toolkits to support client commercialization

This role reports to Director (Product Performance Management).

EDUCATION & QUALIFICATIONS

- A good understanding of transaction banking and liquidity management practices.
- 5 - 7 years prior product development or market management experience in transaction banking.
- Strategic/creative thinking, good analytical skills, proficient with common data tools, market sizing, analyzing facts, and developing growth strategy
- Fundamental understanding of corporate's liquidity, deposit & investment as well as treasury needs
- Experience in managing revenue initiatives in a large and complex organization
- Experience working with cross functional teams across multiple locations and cultures
- Ability to influence and coordinate with multiple internal stakeholders to support common goals/projects
- Process and time management skills are crucial
- Excellent communication and presentation skills
- Bachelor's/University degree, Master's degree preferred

Citi is an equal opportunity and affirmative action employer.

Qualified applicants will receive consideration without regard to their race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or status as a protected veteran.

Application Deadline: One month from job

Remuneration Package: to be discussed at interview stages

Working Hours: Mon - Fri 9am - 6pm

Work Location: 8 Marina View, Singapore

Job Nature: Full-time with some flexibility

Application Process:

1. Go to: <https://citi.wd5.myworkdayjobs.com/en-US/2>
2. Search for Job Reference Number '21350037'
3. Read the job specifications
4. Click 'Apply' and complete the application
5. Under the question 'How did you hear about us?', select 'Job Boards => Mums@Work'.

OR

LINK TO SUBMIT APPLICATION

https://citi.wd5.myworkdayjobs.com/2/job/Singapore--Singapore/Regional-Liquidity-Management-Services---Investment-Product-Manager---Vice-President_21350037