



JOB REF NO. CITI-#21344455

JOB TITLE: VICE PRESIDENT – TTS ASIA TRADE AND WORKING CAPITAL LOANS PRODUCT MANAGER

JOB CATEGORY

Product Management

JOB DESCRIPTION

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

Asia Trade and Working Capital Loans is a key pillar for Asia Trade. We have an aggressive goal of launching new capabilities, enhancing the trade loan value proposition and integrating the short term working capital loans business within the Global Trade Loans business. The Asia Trade and Working Capital Loans Product Manager is a TTS Product Management role responsible for general product management with an emphasis on managing a complex geographical and product offering framework, strong risk and controls environment in order to support the strategic goal of creating a strong regional value proposition and sustainable business growth. The role will report to Asia Head of Trade and Working capital loans.

RESPONSIBILITIES

- Support sustainable growth in the Asia Trade and Working Capital Loans business across Citi ICG corporate, financial institution and commodity client base through effective execution of our strategy and management of our diverse product set, the portfolio, its governance, risks and controls
- Work with country partners and global team to drive the development, approval, implementation and commercialization of the One Working Capital Strategy and launch of new loan products, e.g. Integrated AP finance offering, ESG loans etc.
- Help manage our existing Product Programs and Local Country Addendums and update the programs to include the new product offerings, by working closely with the country product management teams.
- Lead the regional SIRR, NPAC and NPA process for the new products
- Play an active role in alignment between Global Product Management, Global Product Development and Trade In-Business Control teams as well as our key stakeholders, i.e. BCMA, TTS Sales, Risk, Compliance, O&T, legal and financial controllers as it relates to commercialization of our products
- Develop and execute an implementation plan for the integration of the working capital loans portfolio and in setting up end to end oversight and reporting for risk and controls.
- Work closely with BCMA, Capital Management, Global Subsidiaries Group, TTS LMS and Global Trade Loans Product Management teams to launch working capital loans and OD products in Trade in Asia
- Help expand our electronic trade loans digitization strategy across Trade and Working Capital
- Partner with Product Development and Channels teams to enhance our Trade and Working Capital Loans capabilities and the client experience.
- Help coordinate internal audits and regulatory reviews and providing regional support to countries with audit and examination deliverables, tracking of engagements, monitoring of issues and CAPs raised as part of the audit process, etc.
- Adhere to regulatory, risk and control policy requirements. Ensure alignment between product specific risk/credit models and structure with Basel and Regulatory rules for all the countries targeted for our products

- Manage Operational Risk. Evaluate, assess and validate controls through processes and tools including MCA, Key Risk Indicators (KRIs), Key Performance Indicators (KPIs) and periodic control testing. Enhance controls based on learnings from Operational Losses, IA reports etc.. Enhance metrics for evaluation and appropriate action.

This role reports to Senior Vice President (Product Sales Lead Specialist).

EDUCATION & QUALIFICATIONS

- 7+ years of banking experience with demonstrated experience in Product Management, Product Development, balance sheet and capital management
- Experience managing and driving a growing, rapidly changing global business
- Strong track record of driving business innovation and leveraging management information and data analytics to drive results
- Proven track record as an action-oriented individual who has led cross-functional teams to define and achieve high value business objectives and ability to work independently, with follow through and capable of owning and managing projects from end-to-end
- Excellent communication skills, ability to influence stakeholders, often at a senior level
- Good judgment and strong in-depth quantitative or qualitative analytic skills to solve problems and develop new, innovative solutions
- Significant experience and understanding of budgeting and investment process
- Commercial acumen with a proven track record of successfully bringing products to market
- Bachelor's/University degree, Master's or CFA 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 '21344455'
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/TTS-Asia-Trade-and-Working-Capital-Loans-Product-Manager--VP_21344455