



Vacancy

Product Manager - TFS





Product Management Trade Finance Services (PM TFS) is a new team within ING Wholesale Banking. They unlock existing business potential and activate new client and market opportunities. The Product Manager – TFS will grow and enhance its product’s portfolio performance. An excellent opportunity for a trade professional to advance the ING TFS value proposition across more than thirty countries.

Requirements

- Minimum Bachelor’s degree
- 6+ years’ experience in Wholesale Banking, in strategy, commercial product management, marketing, or customer experience
- Knowledge of Trade Finance products
- Experience in commercial product management, marketing or customer experience
- Strong business acumen



Amsterdam



Minimum of 6 years' experience



About the company

ING Wholesale Banking

ING is a global financial institution with a strong European base and growing presence in the rest of the world. Their mission is to empower people to stay a step ahead in life and in business. With more than 60,000 dedicated employees, the bank offers retail and wholesale banking services to around thirty-seven million customers in over thirty countries.

ING Wholesale Banking provides specialized lending, tailored corporate finance, debt and equity market solutions, sustainable finance solutions, payments and cash management, and trade and treasury services. To succeed, ING leverages its global international network, strong sector expertise, sustainability focus, and high quality customer support.

ING Wholesale Banking's Transaction Services (TS) offers products and services for corporate and institutional clients and significantly contributes to the growth and profitability of Wholesale Banking. Its three core product areas are Payments and Cash Management (PCM); Trade (Trade Finance Services and Working Capital Solutions); and Bank Mendes Gans. ▶



PM Trade is a newly created department within Wholesale Banking Transaction Services. It's purpose is to unlock existing business potential and activate new client and market opportunities. They execute a strong commercial strategy aimed at stable and sustainable income flows. Within this department, multiple Product Manager roles are to be filled at different levels. ►





Vacancy

Product Manager – TFS

The Product Manager – TFS joins the Trade department’s TFS Product Management Team, which is responsible for the commercial performance of the TFS products: Bank Guarantees and Documentary Trade.

The team has P&L ownership and optimizes the commercial performance of the product portfolio, including identifying growth opportunities. This involves developing a long-term view on the TFS value proposition and building the product vision and strategy. They take market developments, informed by the sales organization and external input, and translate the recommendations into clear requirements for product development, enhancements, and commercialization. The Product Manager collaborates across the product value chain with Sales, Delivery, Tech, and Operations to develop and realize the commercial strategy and roadmap. Which is why the role has a strong stakeholder management component across the global network, and more than thirty countries.

The Product Managers – TFS Team report to the Head of TFS Product Management. Various activities across the different pillars range from competitive analysis and market research, P&L optimization, to product proposition, and are divided among the team. ▶



The Product Manager – TFS focuses on strategic priorities of Trade Finance solutions, whose vision and strategic direction need to be promoted internally and externally. This role has a strong stakeholder management component. And as the team covers global, cross-border collaborations, its stakeholder engagement will be vital to this position.

This is an excellent role for a trade professional with a strong analytical and strategic mindset to join a newly created team and advance the trade finance proposition across a global customer base. ■



Interested?

ING is working with Top of Minds to fill this vacancy.
To express your interest, please contact Roland Vetten at rolandvetten@topofminds.com.

