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CONSULTING EXIT



GLOBAL RETAIL INVESTMENT PRODUCT MANAGER

ING's Global Retail Segment is carving out its strategy in the face of new international regulations. The Investments Product Lines, across the ING countries, are looking for a Retail Investments Product Manager to provide global leadership in this space, and to support the countries in shaping best-in-class investment strategies and coordinating business development. A Global Retail Investment Product Manager with substantial experience on the tech side of investment products as well as strong influencer skills will help the country business leaders find and apply best practices in bringing the investment portfolio to clients, and coordinate the investment strategies for the fourteen retail countries from a global perspective.



ING RETAIL SEGMENT TEAM

ING is the Benelux market leader for retail banking and is also active and successful in other countries – including Spain, Poland, Italy, and Australia. The internationally oriented Global Retail Segment Team is located in Amsterdam Zuid-Oost and led by Matteo Pomoni. The team supports the business leaders and their teams in fourteen countries, providing strategic guidance and support in applying best practices.

Within the Retail Segment Team, the Investments Product Line with its country business leaders is responsible for the selection, sales, and performance of investment portfolios. A new regulation, Mifid2, has been added to the compliance responsibilities of investment brokers. Distributors will be expected to provide higher transparency about their portfolio and cost structures, prompting ING to update the portfolio strategy from a central perspective.

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GLOBAL RETAIL INVESTMENT PRODUCT MANAGER

The Global Retail Investment Product Manager will coordinate and steer the business development of investment solutions in the fourteen retail countries. The successful candidate for this role may have a background in investment banking or as a broker, or in strategy consulting with a financial industry focus. He or she understands the technical side of investment products, as well as the implications of Mifid2 for the investments industry. He or she also has the ability to think about the business from a commercial and strategic perspective, as well as excellent influencing and stakeholder management skills. The Investment Product Manager will drive the global investments strategy for the Retail Segment Team, and interact intensively with country business leaders to sell this

strategy on a local level.

Striking a balance between supporting the countries to make the right choices locally, while also driving the centrally designed strategy, is key in this – all the while earning the trust of the local business leaders, who need to believe in and execute the strategy. The role will also include a heavy dose of problem-solving when it comes to updating portfolio and partnership decisions and deciding to what degree they should be local and legacy-based, or central and innovative.

This is an opportunity for the Investment Product Manager to take a key role as a strategist and business partner for all fourteen countries. The role comes with high visibility, so to successfully deliver on this challenge means to open up interesting career opportunities within ING Global in the future.





CANDIDATE PROFILE

- ➔ >8 years of experience with investment product management, business development within a bank or investment company, and/or strategy consulting with an emphasis on financial services and investments
- ➔ Solid technical understanding of investment products
- ➔ Strategic mindset and strong problem-solving skills
- ➔ Excellent stakeholder management and influencing skills
- ➔ Ability to work well in a global organization and be a business partner across thirteen countries (with ±20% of travel)



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