



VACANCY

Global Retail Savings Product Manager

Requirements

- Over 8 years of experience
- In banking
- And/or strategy consulting with an emphasis on financial services
- Commercial sense
- Stakeholder management skills
- Willing to travel

Amsterdam Minimum of 8 years experience



ING's Global Retail Segment is expanding its strategy to rise to new challenges in the interest rate environment. Retail banking requires a best-in-class everyday experience. That's why the Global Retail Savings Product Manager will be influential and play a highly-visible role in providing international leadership in this space.





ABOUT THE COMPANY

About ING

ING is the market leader for retail banking in the Benelux and is successful in ten other countries, including Spain, Poland, Italy and Australia. Retail banking customers range from individuals to small and mid-size companies. Their banking needs include making and receiving payments to investing and saving. The global team is based in Amsterdam Zuid-Oost and led by Matteo Pomoni. They support the business leaders and their teams in fourteen countries, provide strategic guidance and help apply best practices.

Savings product line

Within the Retail segment, the Savings Product Line is responsible for the sales and profitability of the largest portfolio in terms of volumes of the bank across ten markets. The traditional way to manage deposits is challenged by the current interest rate environment and price competition. To ensure a sustainable value proposition, ING helps clients make the most of their money while maintaining consistent pricing across all countries. To develop and execute the strategy to achieve this goal, ING is hiring a Global Retail Savings Product Manager.



Global Retail Savings Product

This is a high-impact role, focused on ING Retail's largest global portfolio. Their purpose is to create a sustainable win-win situation for ING and its retail clients.

The Global Retail Savings Product Manager will retain and expand the portfolio while maintaining its growth and momentum. They will coordinate and steer the business development of savings solutions in all markets, drive the Retail Segment's global deposits strategy, liaise with treasury and with country business leaders to sell this strategy at the local level.

Strategy development

The Global Retail Savings Product Manager will develop the high-level savings solutions strategy for the next two to three years. They will set targets for each country organization, forecast proceeds, and describe actions to achieve the KPIs. That's why a solid understanding is vital for deposit offers, treasury, the technical side of liabilities management, (i.e. replication model), bank balance sheet implications, and cultural differences between markets.





Driving change

Striking a balance between supporting the countries to make the right choices locally, while driving the centrally designed strategy, is key for this position. And it's as important to earn the trust of local business leaders. This role needs to believe in and execute the strategy and apply best practices in bringing the savings proposition to clients. Influencer skills are a must-have for this position. In addition to liaising with local leaders, the Global Retail Savings Product Manager will also steer experts in different countries.

The role will be highly visible, so delivering on this challenge will pave the way towards future interesting career opportunities [n](#)

Interested? ING is working with Top of Minds to fill this vacancy. To express your interest, please contact Annelijn Nijhuis at annelijn.nijhuis@topofminds.com.

