



Vacancy  
**(Senior) Product Manager**  
**- WCS**





**ING Wholesale Banking has created a new team to focus on Trade products. The (Senior) Product Manager – Working Capital Solutions (WCS) grows its product portfolio and improves its performance. This exciting role is ideal for a trade professional with a strategic mindset to advance the ING WCS value proposition across more than thirty countries.**

## Requirements

- Minimum Bachelor's degree
- 6+ years' experience in Wholesale Banking: 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 a growing worldwide presence. Their mission is to empower people to stay a step ahead in life and in business. With more than 60,000 dedicated employees, ING 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, as well as trade and treasury services. To achieve success, the bank leverages its global international network, strong sector expertise, focus on sustainability, and high quality client support.

ING Wholesale Banking's Transaction Services (TS) offers products and services to corporate and institutional clients and is a significant contributor to Wholesale Banking's growth and profitability. Its three core product areas are Payments and Cash Management (PCM), Trade (Trade Finance Services and Working Capital Solutions), and Bank Mendes Gans. ▶

Product Management (PM) Trade is a newly created department within Wholesale Banking TS. Its purpose is to unlock existing business potential and activate new client and market opportunities. The team's core focus is to execute a strong commercial strategy to develop stable and sustainable income flows. Within this department, multiple Product Manager roles are to be filled at different levels. ▶





Vacancy

# (Senior) Product Manager – Working Capital Solutions

**The Product Manager – Working Capital Solutions (WCS) is part of the Working Capital Solutions team, which is responsible for its commercial products performance: receivables finance, and supply chain finance. The team owns the P&L and optimizes the WCS products' commercial performance. This involves translating market developments into concrete requirements for product development and commercialization.**

The Product Manager – WCS works with teams across the product value chain, such as sales, delivery, tech, and operations to develop the commercial strategy and roadmap. The role's key objectives are to attract new customers, such as identifying new growth pockets, and improving product performance in costs, marketing, and distribution, across a global network.

The Product Manager (WCS) reports to the Head of Trade. They will perform activities across the different pillars, from competitive analysis and market research, P&L optimization, to product proposition, and are divided among the team. More senior team members supports their junior colleagues to drive their specific workstreams. ▶





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 working capital solutions 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](mailto:rolandvetten@topofminds.com).

