

Global Trade & Product Specialist

Job Description /Responsibilities :

A. To formulate trade finance product strategy

- Comprehends TF business environment by making understanding in all external factors affecting TF business such as regulatory framework, tools or instruments applicable to TF, counterparty involving in TF and so on
- Seizes competitors' move in both local and international markets by keeping an eye on their product strategy and/or campaign launched
- Keeps up with TF product evolution in both local & international markets as well as clients' requirement across all segments
- Formulates TF product roadmap by planning series of TF products to be launched for certain period of time, elaborates product features and quantifies expected business impact
- Seeks endorsement on TF product strategy from management
- Communicates TF product strategy to related parties for their resources planning and gains their engagement

B. To develop TF product to achieve business results within reasonable timeframe

- Initiate competitive TF products using client-centric approach
- Comprehends banking policy, regulations and procedures involving with TF transactions
- Determines key activities and identifies resources required to achieve product deliverable
- Details product description in both business and technical context such as product features, value proposition, target clients, system requirement, standard procedures and so on
- Identifies risks and mitigations relevant to to-be-developed products
- Collaborates with all parties related to to-be-developed products such as IT, Legal & Compliance, Accounting, Operation units and so forth to accomplish all product contexts
- Creates product development proposal and seeks approval from management
- Partners with external stakeholders involving in trade finance by managing relationship
- Communicates and provides training to stakeholders such as frontlines, Trades Sales and other units involving with products
- Plans for product launched for effective commercialization
- Co-visits client with frontline & collaborate with frontlines to figure out client's in-depth requirement and initiates customized TF solution
- Monitors business results on in-charge products

C. To improve process

- Apprehends standard procedure of existing products and market practices on similar products, covering both product-wise and customized deals
- Designs or modifies procedures on such products to serve clients better and to gains competitiveness or to increase clients' satisfaction with acceptable level of risk
- Initiate proposal on process improvement and seeks approval from management

D. To mentor and coach subordinate staff

- Assign job to a trainee
- Manage and control assigned job within reasonable timeframe
- Evaluate and advice performance

Qualifications

- Bachelor or Master degrees in business administration ,Finance, Information Technology or related fields
- At least 3-5 years experience in Trade Sale,Cash Sale ,Trade Product,Cash Product,Mass Payment is preferable.
- Strong analytical, interpersonal, communication skills
- Good command in English

****Only shortlisted candidates will be contacted****

Working Area : Krungsri Ploenchit Office