



Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Links Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

Corporate Headquarters:

Toll Free Phone: (866) 225-9067

Toll Free Fax: (877) 825-7564

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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/06/30

Senior Product Manager, US Deposit Products & Regulatory Oversight, GTB - Toronto

Job ID	201141-en_US-3661	
Web Address	https://careers.indigenous.link/viewjob?jobname=201141-en_US-3661	
Company	Scotiabank	
Location	Toronto, ON	
Date Posted	From: 2024-06-27	To: 2050-01-01
Job	Type: Full-time	Category: Finance

Description

Requisition ID: 201141

Join a purpose driven winning team, committed to results, in an inclusive and high-performing culture. Global Transaction Banking

Global Transaction Banking (GTB) is the payments and transaction engine of Scotiabank. We support Small Business, Commercial and Corporate clients with effective treasury management solutions coupled with a best-in-class service model, making it easy for clients to do business with us.

As businesses build their digital capabilities and transform their operating models, their payment needs are evolving too. Boasting a unique global footprint, GTB's comprehensive suite of innovative banking solutions help our business clients generate operational efficiencies, streamline and simplify payments, improve working capital performance, and mitigate financial risk.

At Scotiabank, we embrace your strengths, ideas, and ambitions. GTB is a fast-growing team with a focus on the Americas, particularly Canada, the U.S., Mexico, and we are seeking top tier talent to complement our organization.

Join a purpose-driven winning team, committed to results, in an inclusive and high-performing culture. Purpose: Contributes to the overall success of Global Transaction Banking in North America ensuring specific individual goals, plans, initiatives are executed / delivered in support of the team's business strategies and objectives. Ensures all activities conducted are in compliance with governing regulations, internal policies and procedures. What you will do:

- Responsible for managing Global Transaction Banking's existing US-domiciled deposit product portfolio to support all on-going and future strategic initiatives aimed towards driving revenue, volume growth and customer satisfaction by supporting the Director & US Business Deposits, Product Owner and the Core Banking labs / technology teams as a SME (Subject Matter Expert) to execute on the assigned responsibilities related to the existing US-domiciled business deposit product portfolio, and on all existing and future initiatives related to the US Deposits strategy.
- Strengthening the overall product offering by evaluating and developing policy enhancements, system enhancements, process enhancements, etc.
- Analyzing customer, product and competitive data to identify opportunities and execute on them to improve product profitability, net interest income, non-interest revenues, and reduce costs.
- Identifying product education needs and deliver multi-channel programs for business line sales teams to accelerate sales growth and meet customer needs.
- Contributing to the development and executing on the strategic business initiatives and supporting Senior Leadership team as a subject matter expert (i.e., periodic commentary and insights, product reviews, business reviews, strategic review sessions, etc.).

- Ensuring products are performing as expected and resolving issues that arise in a timely manner with updates to partners and escalations to management as required and identifying, determining and resolving product gaps that may exist with respect to customer needs, competitive offerings, process inefficiencies etc.
- Relationship Management and Communication by managing partner, business line, sales and vendor relationships for the portfolio and collaborating with the Technology, Sales, Pricing, Operations, AML, Risk and Compliance teams to articulate the product vision, including the customer impacts, business/stakeholder value, system dependencies and technological processes.
- Supporting the US product leadership, Product Owner and other stakeholder team members as a SME on the existing US Deposit Products and effectively communicating product updates through publication channels to ensure effective delivery of new and/or enhanced products, programs, and processes to the sales teams and understand the voice of the customer and front-line staff to improve product quality and implement system enhancements
- Regulatory Oversight and Compliance by ensuring regulatory oversight across the US-domiciled deposit product portfolio (e.g., CDIC compliance, benchmark rate reform initiatives, DSP certification etc.) and leading and end-to-end management of the regulatory initiatives for the US Deposit products in collaboration with the US Control functions
- Identifies, assesses, and resolves highly complex issues and interdependencies across the existing US deposits portfolio including and not limited to product, channel, processes, systems, regulatory and compliance requirements and leading cross-functional working sessions, engaging partners and stakeholders for managing and resolving risk, legal and compliance related issues and interdependencies.
- Ensuring accurate delivery of Audit or Regulatory requests, and timely resolution of any Audit or Regulatory issues
- Manage and develop a team (1 staff) by: Recruiting and developing high potential candidates, driving team goals and objectives with timely feedback and support, providing guidance, coaching, and training to direct reports and assessing performance and providing guidance to assigned project teams and recognizing partner effortaa

What you will bring:

- Master's degree in business/commerce or relevant industry and functional experience
- 7+ years of business banking or cash management experience in product management or sales role
- Thorough knowledge of the Financial Services industry/marketplace (specific to Business Banking clients) and solid understanding of deposit products/services, associated banking applications and processes
- Understanding of financials with prior P&L management experience and data analytical skills is an asset
- Knowledge of US-domiciled Business Banking Deposit products is a plus
- Ability to deliver results in a fast-paced, challenging and dynamic business environment. Proven track record of delivering innovative solutions from concept to change management.
- Excellent communication, interpersonal and negotiating skills
- Experience developing strong presentations, strategic plans and business cases
- Strong problem solver with ability to influence and inspire a cross-functional team to reach ambitious goals
- Enthusiastic, detailed, self-motivated, inclusive and results oriented.
- Highly developed relationship management skills to effectively manage relationships across the Bank, partners and external vendors
- Thorough knowledge of the Bank's policies and procedures and their relationships within the Bank

Work Arrangement: This position is currently a Hybrid role. Please note that this is subject to change based on the needs of the business.

Interested

At Scotiabank, every employee is empowered to reach their fullest potential, respected for who they are and, embraced for their differences. That is why we work to grow and diversify talent and engage employees in a performance-oriented culture.

What's in it for you

Scotiabank wants you to be able to bring your best self to work and life, every day. With a focus on holistic well-being, our many flexible benefit programs are designed to help support your unique family, financial, physical, mental, and social health needs.

Location(s): Canada : Ontario : Toronto

Scotiabank is a leading bank in the Americas. Guided by our purpose: "for every future", we help our customers, their families and their communities achieve success through a broad range of advice, products and services, including personal and commercial banking, wealth management and private banking, corporate and investment banking, and capital markets.

At Scotiabank, we value the unique skills and experiences each individual brings to the Bank, and are committed to creating and maintaining an inclusive and accessible environment for everyone. If you require accommodation (including, but not limited to, an accessible interview site, alternate format documents, ASL Interpreter, or Assistive Technology) during the recruitment and selection process, please let our Recruitment team know. If you require technical assistance, please [click here](#). Candidates must apply directly online to be considered for this role. We thank all applicants for their interest in a career at Scotiabank; however, only those candidates who are selected for an interview will be contacted.

For more information, visit [Scotiabank for Senior Product Manager, US Deposit Products & Regulatory Oversight, GTB - Toronto](#)