



FINANCE TRUST BANK

Finance Trust Bank was licensed as a Tier 1 Commercial Bank on 11th November, 2013, taking over the financial services business of Uganda Finance Trust Limited (MDI). Today Finance Trust Bank is a fully-fledged commercial bank serving a clientele of over 500,000 depositors and over 37,000 borrowers, through a network of 35 branches country wide. The bank offers a variety of Products and services including; Savings, Current accounts, Loans, Money transfer services and Bills payments to its target market which comprises of micro, small and medium entrepreneurs, salary earners and youth.

In order to meet the needs of its growing customer base, the company is seeking to recruit dynamic, self-motivated, result oriented professionals to fill the following position;

1. Manager Product development & Research 1 Position

The position reports directly to Head Strategy, Projects & Product Dev't

Role of the Job:

Responsible for identifying new opportunities for developing new marketable products and services from concept to distribution. This is in order to meet customers' needs and invigorate FTB's current market.

Key Result Areas:

- Offer strategic and thought leadership in the Bank's Product development strategy
- Identify customer segments with their respective needs at a granular level, creating personas, customer journeys and attributes that are addressed with Bank products or features using data insights to recommend opportunities that deliver on business aspirations as well as improve internal processes.
- Participate in quality and completeness of the finished product by applying best practices to acceptance testing and use product expertise to influence test cases.
- Analyze market trends, develop sales, price and profitability plans for new or products in conceptualization in collaboration with the business teams.
- Recommend existing Product improvements and identify new opportunities to increase business growth and revenue realization.
- Conduct research and evaluate market trends, legal/regulatory climate, competitive products for enhancements as well as elicit insights in the environment to inform the bank's business.
- Be the center of knowledge for analytics related to the bank's products and prepare monthly product performance reports for ALCO
- The manager shall be the Secretary to the PDC thus support the chair with organizing meetings and submissions to the Management ALCO
- Present new ideas to Product Development Committee to receive bank consensus for

developing the product lines. Prepare all product papers for approval.

- Prepare and validate commercial and go-to-market plans before implementation to confirm all key enablers can support the initiative and that the expected impact from the product is realistically derived.
- Manage product deployment plans and deliver on new functionalities. Track progress of work and address risk and interdependencies which impact on business units and product streams within the portfolio.
- Be the center of reference for the Bank's product pricing performing tasks relating to presenting Tariff reviews to PDC for consideration, ensuring change requests related to the reviewed tariffs are implemented in the CBS in a timely manner and perform a revenue assurance function.
- Identify opportunities for new revenue and cost reduction within the product stream for current and future considerations.
- Developing new and innovative collaborative schemes with Organizations and/or Companies through which the Bank's existing or new products and services can be cost effectively and efficiently delivered to targeted market/customer segments.

2. Minimum educational and technical competence requirements

- Bachelor's in economics, Finance and Accounting, Business Administration or related qualification A Bachelor Degree in Computer Science, Information Technology, Business Computing, Commerce, Accounting or Business Statistics or another related field.
- Demonstrated experience in driving innovation and change agendas in Financial Services.
- Demonstrated ability to link and apply complex technologies to business strategies & proficiency in Information and Communication Technology.
- Adept at Financial Technology or Banking products and product development trends.
- A minimum of 5 years' experience in a research/Product development role in a regulated financial institution
- Good verbal and written communication skills
- Advanced, computer literacy, numerical skills and statistical skills.
- Team player, ability to work under pressure and in position to exercise excellent judgment.
- Ability to build functioning working relationships across organization.
- Takes clear accountability and focuses on delivery of broader corporate goals.
- Ability to demonstrate positive image and up hold FTB values.
- Must be a person of integrity.

Applications:

Suitably qualified candidates should address their application to Head, Human Resource, Finance Trust Bank, TWED PLAZA, Plot 22B, Lumumba avenue , Kampala, Uganda, and email it to jobs@financetrust.co.ug. as well as photocopies of academic testimonials, and a CV. The CV should include telephone contacts and email addresses of three referees, one of who should be the most recent employer.

Closing date for submission of the applications is **31st July, 2024**. *Only shortlisted candidates will be contacted directly on Tel. Numbers 0312 222600 or 0414 341275 ONLY.*

Please note that in line with the Bank procedures, no job offers are made online.