



Candidate Overview: **Joe Blogs**

VP Engineering | London

Joe is a seasoned Product Manager with senior leadership experience in fintech. Expertise includes transitioning on-premise systems to cloud solutions, managing global teams, and delivering profitable revenue growth. Highly skilled in fixed income derivatives trading and risk management, Joe also excels in advanced MS Office, VBA, SQL, Bloomberg, and Reuters.

Candidate Represented by:

Thomas Vose, HireAra

P: 07766757373 | E: thomas.vose@hireara.com

CANDIDATE OVERVIEW

Executive Summary

Joe Blogs is an accomplished Product Manager with extensive experience in the fintech industry, currently serving as VP Engineering at Smart Company. With a proven track record in driving product vision, direction, and growth, Joe has successfully managed and guided teams to deliver market-leading decision management capabilities, ensuring profitable revenue growth. Joe's expertise spans cloud solutions, fixed income derivatives trading, and risk management, supported by advanced skills in MS Office, VBA for Excel, SQL, Bloomberg, and Reuters.

Previously, Joe held the position of Director of Product Management at MacBook Technology, where strategic leadership of a global team resulted in significant contributions to product development and revenue generation. Joe's career also includes roles as a Fixed Income Derivatives Trader and Market Risk Manager at Simons Smit International and ABC Investment Bank, respectively. With a solid educational foundation, including a BSc (Hons) in Mathematics from Newcastle University, Joe is a logical thinker, excellent problem solver, and people-oriented team manager, well-equipped to drive product innovation and growth.

Most Recent Role

Their role as VP Engineering at Smart Company involves managing a team of Senior Product Managers, setting product vision and direction, ensuring profitable revenue growth, and acting as a connector between global teams, stakeholders, and customers. Responsibilities include driving success through agile processes and maintaining strong communication streams.

Education

- Newcastle University ('05-'08)
- BSc (Hons) Mathematics – 1st Classification

Key Competencies

- Senior leadership experience in product management within fintech industries.
- Expertise in transitioning from on-premise and hosted decisioning software to cloud solutions.
- Extensive commercial experience in fixed income derivatives trading and risk management.
- Proven track record in managing and guiding global teams of product managers and business analysts.
- Strong skills in defining product vision, strategy, roadmap, and growth opportunities.
- Advanced problem-solving abilities and logical thinking.
- Proficient in MS Office products, VBA for Excel, SQL, Bloomberg, and Reuters.
- Effective communicator and connector between global teams, regional stakeholders, and customers.
- Experience in agile processes, thought leadership, and interconnected communication.
- Background in trading various financial products and managing market risk.
- Capable of delivering financial results and ensuring profitable revenue growth.

WORK HISTORY

<p>Present - May 2020</p>	<p>VP Engineering Smart Company</p> <p>Managing and guiding a team of 4 Senior Product Managers in the global team with responsibility to set direction for decision management ecosystem and client experience.</p> <p>Defining product vision, direction, roadmap and growth opportunities based on market direction and Experian domain expertise.</p> <p>Delivering financial results for market-leading decision management capabilities, with ultimate responsibility for ensuring profitable revenue growth on the product P&L.</p> <p>Acting as a connector and integrator between global teams, regional stakeholders and customers.</p> <p>Driving success through agile process and actions, thought leadership and interconnected communication streams.</p>
<p>May 2020 - Nov 2015</p>	<p>Director, Product Management MacBook Technology</p> <p>Heading up a global team of 16 with strategic responsibility for the product development for all asset classes and various cross asset class front office tools, workstations, FO solutions and valuation services. Accounts for around 1/3 of product offering and revenue ~\$70mm. Setting product vision and strategy through roadmap management and development working in an agile environment.</p> <p>Liaising with global customer base on an ongoing basis to build and design product roadmap as well as advancing as a front office platform through managing the design, build and delivery of a new Front Office workstation product from inception to production use.</p> <p>Internally managing work and mentor engineering, QA, financial engineers and help desk support to aid in the future development of the product, product training and enhancement and bug fixes.</p> <p>Acting as the face of front office; partaking in client conference presentations, driving pre-sales and sales meetings, customer engagement via work-shops, round tables, and writing and publishing of white papers.</p> <p>Trading a range of products (broken date and benchmark), Par/Par and Yield/Yield, Cross Currency Swaps, IR Caps/Floors and Swaptions in G10 currencies.</p> <p>Pricing of CVA on newly traded uncollateralised IR derivative trades.</p> <ul style="list-style-type: none"> • Spearheaded a cross-channel marketing campaign that increased lead generation by 40% within three months. • Collaborated with product development teams to align marketing strategies with new product launches
<p>Nov 2015 - Feb 2014</p>	<p>Fixed Income Derivatives Trader - Associate Simons Smit International</p> <p>In depth understanding of traded positions on all Fixed Income desks based in London, with specific focus on European rates, emerging markets, European rates derivatives and structured notes.</p> <p>Managing a market risk reporting team and developing and signing off daily risk reports consisting of various risk metrics such as Greeks, cash measures, stresses and VaR.</p>
<p>Feb 2014 - Jan 2013</p>	<p>Front Office Fixed Income Market and Liquidity Risk Manager - AVP Simons Smit International</p> <p>In depth understanding of traded positions on all Fixed Income desks based in London, with specific focus on European rates, emerging markets, European rates derivatives and structured notes.</p> <p>Managing a market risk reporting team and developing and signing off daily risk reports consisting of various risk metrics such as Greeks, cash measures, stresses and VaR.</p>

Feb 2014

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Jan 2013

Front Office Market Risk Manager CRT - AVP **ABC Investment Bank**

Comprehensive understanding of Investment Bank bilateral and unilateral CVA risk modelling for derivative products, including fixed income, FX, credit and commodity products.

Liaising with trading desks and other support groups regarding risk changes, risk representation, revenue, valuation, market risk related RWAs and regulatory issues.

May 2011

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Nov 2008

Front Office Market Risk Manager Fixed Income Rates - Analyst **ABC Investment Bank**

Risk managed EUR, GBP, Scandi and CHF swaps, vanilla options and bond desk along with EUR and GBP inflation and EUR and GBP SSA desks.

Nov 2008

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Sep 2008

Front Office Graduate Training Programme **ABC Investment Bank**

Aug 2007

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Jun 2007

Internship - Investment Bank FIG **Bank of the World**

ABOUT US

We make your candidates + brand stand out.

★ Mission

We are a team of talented, ambitious, passionate and creative individuals who are dedicated to building world-class recruitment products. Our culture is one of collaboration, innovation, and radical transparency. We support, push and challenge each other to do more than we've ever done before. Together, we strive to build the best products possible and make a positive impact on the world.

🌍 Our Impact on the world

We invest 1% of our revenue in carbon removal technologies. Companies that we've backed:

- Climeworks uses renewable geothermal energy and waste heat to capture CO₂ directly from the air, concentrate it, and permanently sequester it underground in basaltic rock formations with Carbfix. Climeworks will remove 322 tons of CO₂ on behalf of Stripe Climate businesses.
- Charm Industrial developed a unique method for removing carbon from the atmosphere by converting biomass into bio-oil and injecting it underground for permanent storage. In 2021, Charm removed 416 tons of CO₂ for its first customer, Stripe Climate

We offset emissions for all our employees. As of Q4 2024 we've planted 1500 trees!

🔒 Your data is safe with us



ISO 27001
Certified



Cyber Essentials
Certified



GDPR
Compliant

The platform that **cares**
as much as you do about
Candidate Presentation.