



# Joe Blogs

VP ENGINEERING | LONDON

Joe Blogs 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 Presented By:

**Tom Vose**

CEO | Co-Founder, HireAra

**Phone:** 07766757373

**Email:** [thomas.vose@hireara.com](mailto:thomas.vose@hireara.com)



## Candidate Overview

### Key Information

**Location:** LONDON

**Total years of experience:** > 15 years in product

**Salary Expectations:** £120k

**Interview Availability:** Immediately

### 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.

### 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.

### Education

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

### Career Overview

- VP Engineering at Smart Company (May 2020 – Present)
- Director of Product Management at Macbook Technology (Nov 2015 – May 2020)
- Fixed Income Derivatives Trader – Associate at Simons Smit International (Feb 2014 – Nov 2015)
- Front Office Fixed Income Market and Liquidity Risk Manager – AVP at Simons Smit International (Jan 2013 – Feb 2014)
- Front Office Market Risk Manager CRT – AVP at ABC Investment Bank (Jan 2013 – Feb 2014)
- Front Office Market Risk Manager Fixed Income Rates – Analyst at ABC Investment Bank (Nov 2008 – May 2011)
- Front Office Graduate Training Programme at ABC Investment Bank (Sep 2008 – Nov 2008)
- Internship - Investment Bank FIG at Bank of the World (Summer 2007)



# Candidate's Original CV

## PERSONAL PROFILE

Experienced Product Manager at senior leadership level across fintech industries.

Hard-working, proactive and ambitious self-starter with a wealth of expertise.

## AREAS OF EXPERTISE

- VP Cloud Solutions within product management, driving the end-to-end transition from existing on-premise and hosted decisioning software to a cloud first.
- Previously Director of Product Management in a global fintec, heading up a global team of front office focused product managers and BAs.
- Commercial experience of fixed income derivatives trading and risk management for fixed income rates and derivatives, EM, credit, structured notes and CVA risk management

## OTHER SKILLS

- People oriented team manager
- Logical thinker
- Excellent problem solver
- use of MS Office products
- Advanced VBA for Excel and SQL
- Advanced user of Bloomberg and Reuters

## SIMONS SMIT INTERNATIONAL FIXED INCOME DERIVATIVES TRADER – ASSOCIATE FEB '14 – NOV '15

- 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.
- Pricing of CVA on newly traded uncollateralised IR derivative trades.
- 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

## WORK EXPERIENCE

### VP ENGINEERING – SMART COMPANY MAY '20 – PRESENT

- 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.
- Defining product vision, direction, roadmap and growth opportunities based on market direction and Experian domain expertise.
- Delivering financial results for market-leading decision management capabilities, with ultimate responsibility for ensuring profitable revenue growth on the product P&L.
- Acting as a connector and integrator between global teams, regional stakeholders and customers.
- Driving success through agile process and actions, thought leadership and interconnected communication streams.

### MACBOOK TECHNOLOGY

#### DIRECTOR, PRODUCT MANAGEMENT NOV '15 – MAY '20

- 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.
- 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.
- 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.
- 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.



**FRONT OFFICE FIXED INCOME MARKET AND LIQUIDITY RISK MANAGER – AVP**  
**JAN '13 – FEB '14**

- 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.
- 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.

**ABC INVESTMENT BANK**  
**FRONT OFFICE MARKET RISK MANAGER CRT – AVP**  
**JAN '13 – FEB '14**

- 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.

**FRONT OFFICE MARKET RISK MANAGER FIXED INCOME RATES – ANALYST**  
**NOV '08 – MAY '11**

- 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.

**FRONT OFFICE GRADUATE TRAINING PROGRAMME**  
**SEP '08 – NOV '08**

**BANK OF THE WOLRLD**  
**INTERNSHIP - INVESTMENT BANK FIG**  
**SUMMER '07**

---

**EDUCATION HISTORY**

**NEWCASTLE UNIVERSITY - '05-'08**  
BSc (Hons) Mathematics – 1st Classification