

# CANDIDATE OVERVIEW

## Executive Summary

The candidate is an experienced senior Product Manager with a robust background in fintech. Currently a VP of Engineering, they lead a global team of Senior Product Managers, focusing on transitioning decision management software to cloud solutions and driving profitable revenue growth. Previously, they served as Director of Product Management, managing product development for various asset classes and front office tools, contributing significantly to revenue. Their expertise includes fixed income derivatives trading, risk management, and market risk reporting. They possess advanced skills in MS Office, VBA, SQL, Bloomberg, and Reuters, and have a strong track record in team management and strategic product development.

## Relevant Skills

- Extensive experience in senior leadership roles within fintech industries, focusing on product management and cloud solutions.
- Proven expertise in managing global teams, setting product vision and strategy, and delivering profitable revenue growth.
- Strong background in fixed income derivatives trading, risk management, and market risk reporting.
- Advanced technical skills including MS Office products, VBA for Excel, SQL, Bloomberg, and Reuters.
- Excellent problem-solving abilities, logical thinking, and team management skills.

## Most Recent Role

### VP ENGINEERING – A leading technology company – May '20 – Present

- Managed and guided a team of 4 Senior Product Managers in the global team.
- Set direction for decision management ecosystem and client experience.
- Defined product vision, direction, roadmap, and growth opportunities based on market direction and domain expertise.
- Delivered financial results for market-leading decision management capabilities, ensuring profitable revenue growth on the product P&L.
- Acted as a connector and integrator between global teams, regional stakeholders, and customers.

## Career History

- VP Engineering: May 2020 – Present
- Director, Product Management: November 2015 – May 2020
- Fixed Income Derivatives Trader – Associate: February 2014 – November 2015
- Front Office Fixed Income Market and Liquidity Risk Manager – AVP: January 2013 – February 2014
- Front Office Market Risk Manager CRT – AVP: January 2013 – February 2014
- Front Office Market Risk Manager Fixed Income Rates – Analyst: November 2008 – May 2011
- Front Office Graduate Training Programme: September 2008 – November 2008
- Internship - Investment Bank FIG: Summer 2007

Candidate's anonymous CV follows below 



# Candidate's Original CV Anonymised + Branded

## 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 Advanced
- 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**

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**EDUCATION HISTORY**

**NEWCASTLE UNIVERSITY - '05-'08**

BSc (Hons) Mathematics – 1st Classification