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# Example of Trade Product Manager Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of trade product manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for trade product manager

* Conduct routine evaluation of revenue generation
* Perform RCSA testing on an annual basis
* Be responsible for analysing the revenue generation per product
* Interface with Sales to provide product support for the Trade Sales Professionals and other related sales functions
* Conduct overview training sessions for Traditional Trade Products
* Play an active role in product risk control of Open Account Finance business for the bank in line with local / Group guidelines and regulatory caps
* Conceptualise and create/enhance process and services aimed at bettering the existing operational control on open account product with a view to improve client satisfaction, regulatory compliance and protection of bank against operational risk for Open Account offering
* Post implementation review of new roll-outs, and initiate action where necessary
* Maintain close liaison and seek assistance from Regional GTS product, sales and operations teams for process improvement, end to end structuring and creating efficient processes
* Identify system and process gaps and partner trade operations in closing these

## Qualifications for trade product manager

* Strong interpersonal skills with the ability to maintain close working relationships with Sales, Legal, Compliance, Customer Service and Product delivery managers to ensure customer satisfaction and product profitability
* Excellent knowledge of legal requirements of trade finance products/programs/ solutions, including the inherent risks, and excellent ability to negotiate legal documents
* Provide guidance on regulatory compliance to IBG and GTS team
* Build and maintain suitable MIS
* Consult with internal and external clients on risk, international rules of practice or compliance related issues
* Provide training and coaching to ITS team and team leaders on risk issues, regulatory updates, and industry trends