



Example of Markets Manager Job Description

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Our company is growing rapidly and is hiring for a markets manager. To join our growing team, please review the list of responsibilities and qualifications.

Responsibilities for markets manager

- Lead and perform daily operations related to pricing, hedging and loan sales analytics, monitoring and reporting
- Ensure the technical proficiency and effectiveness of the modeling in the QRM fundamental to the hedging and loan sales activities
- Ensure that the secondary marketing activities are executed in a sound and well governed manner with the risk exposure consistently managed within established risk tolerances
- Responsible for the effective coordination with other business groups within the Home Loans business and corporate functions like Treasury, MSR team and Balance Sheet Management
- Drive new delivery execution options resulting in improved incremental revenue gain
- Exhibit strong quantitative and analytical skills
- Have specific knowledge on mortgage primary and secondary marketing including agency requirements, pooling and delivery, and hedging practices
- Ability to integrate overall business strategy and apply that to the team's direction and focus
- Demonstrate leadership capabilities and strong communication skills
- Analyze proposed contract terms and conditions (including price concessions, rebates and ad fees) for Payer / PBM channels to determine if they comply with Executive Pricing Committee approved guidelines

Qualifications for markets manager

- Established network within the referring partner community and major financial institutions covering the Canadian market
- Superior client relationship and negotiation skills
- Ability to interface with Senior Management decision makers for small to larger SME's
- Solid experience in business development and financial analysis is essential
- Must effectively manage multiple tasks simultaneously, meet tight deadlines and work under pressure