



## Strategic Planning, Research and Reporting Analyst

A career with Capital G, is more than just a job. When we say 'Welcome to the Family' we mean it. We're currently looking for someone to join our product management team as a Strategic Planning, Research and Reporting Analyst. See if you have what it takes to join our growing family.

This position will work closely with the SVP, Marketing and product management team to build the strategic plan for Capital G Bank including the product positioning and key differentiators for each business segment in alignment with the over-arching objectives for the institution. The candidate will play a key role in reporting the financial metrics by business line and individual product and service offering.

### Primary Responsibilities Include:

- Working closely with executive team, product management, sales and marketing to build strategic plans including distribution channels and product roadmap for the bank
- Utilizing existing platforms to build daily, monthly, quarterly and annual reporting dashboards
- Producing comparative reports that track and measure Capital G product financial performance against global benchmarks
- Building a robust client and product profitability model
- Performing segmentation analysis to gain key insights into client profiles, user behaviours, demographics, psychographics and transactional patterns
- Continually analyzing segmentation data to make strategic recommendations to the executive team on opportunities for revenue growth and operational efficiencies
- Identifying and utilizing best of breed financial research studies to understand key trends and set clear benchmarks by business line, client and product type
- Conducting quarterly product usage analysis including transaction volumes, revenues, and actual vs. target by channel
- Understanding the full capabilities and potential limitations of the core banking and reporting platforms
- Understanding and reporting to executive management, sales & marketing the local and international competitive environment by business line and product type including comparative pricing, client demands, business models, performance benchmarks, industry trends, best practices, potential regulatory and compliance constraints product features and functions and positioning
- Publishing the monthly competitive product pricing report
- Conducting annual tracking study and research to measure awareness levels, perceptions, product and service needs by segment and compare them to competition
- Executing all other projects that may be assigned from time to time

### The successful candidate must have:

- Bachelor's degree required
- Minimum of 5 years of banking experience with at least two of those years in product management or finance
- Superior quantitative/analytic reasoning and problem solving abilities
- Ability to think strategically, implement tactically and work across functions.
- Candidate must have strong understanding of the financial services industry specifically within finance and/or product management
- Experience with FISERV banking platform, including Signature and Aperio and Data Warehouse and Hyperion will be seen as a key asset
- Possess excellent relationship and verbal and written communication skills and be a team player who thrives in a high pressure environment
- Ability to forge relationships and build a network throughout the institution
- Experience in developing clear policies and procedures
- Advanced data experience in a large data warehouse
- Strong decision making skills and ability to adapt to changing priorities and efficiently manage multiple tasks simultaneously
- Background in leading presentations to executive, peers and all other stakeholder groups
- Proven track record in delivering positive financial results for a financial institution
- Must be proficient in Microsoft Suite

*Capital G is an equal opportunity employer and offers a competitive compensation package commensurate with qualifications and experience.*

Please submit a detailed cover letter and résumé no later than Friday 18<sup>th</sup> January, 2013 to:

**Human Resources Department**  
**19 Reid Street, Hamilton HM 11**  
**P.O. Box HM 1194, Hamilton HM EX**  
**Email: [etucker@capitalg.bm](mailto:etucker@capitalg.bm)**  
**Fax: + 441.296.7701**

[www.capital-g.com](http://www.capital-g.com) | 441.296.6969 | 19 Reid Street, Hamilton HM11, Bermuda

*We sincerely thank all applicants for their interest. Only those candidates under consideration will be contacted.*