



## Business Analyst, Product Management

This position will work closely with the Product Management and Strategy teams to build, support and manage the analytics and reporting function of the Bank. The candidate will play a key role in the strategic planning and business performance functions.

### Primary Responsibilities:

- Conduct monthly, quarterly and annual market analysis to support the strategic and growth priorities of the institution.
- Work closely with key stakeholders to build strategic plans including the establishment and reporting of clearly defined metrics that align with the strategic plans for the Bank.
- Challenge and validate business plan assumptions with strategy, finance and the business to ensure that the financial and business targets are in alignment with expectations.
- Interpret internal analytics and external market intelligence to drive and influence the strategic direction of the institution.
- Build and manage the performance platform for the Bank with a specific focus on payments, acceptance and digital products and channels.
- Work with the CMDO to develop and execute the digital strategy for the Bank.
- Produce comparative reports that track and measure Clarien product performance, profitability, features, functions and pricing against domestic and global benchmarks & competitors.
- Conduct data mining on an on-going basis to provide executive management and business leads with the intelligence needed to drive real-time and dynamic decisions for growth and efficiency.
- Build a robust client and product profitability model.
- Perform segmentation analysis to gain key insights into client profiles, user behaviours, demographics, psychographics and transactional patterns.
- Continually analyze segmentation data to make strategic recommendations to the executive team on opportunities for revenue growth and operational efficiencies.
- Identify and utilize best of breed financial research studies and analysis to understand key trends and set clear benchmarks/targets by business line to identify growth opportunities, client/product lifecycles and product/service enhancements.
- Conduct quarterly product usage analysis including transaction volumes, revenues, and actual vs. target performance by channel.
- Develop and manage the product knowledge platform and support as necessary in the learning development programme.
- Understand the full capabilities and potential limitations of the core banking and reporting platforms.
- Publish the monthly competitive analysis report.
- Conduct annual tracking study and research to measure awareness levels, perceptions, product and service needs by segment and compare them to competition.
- Execute all other projects that may be assigned from time to time.

### The successful candidate must have:

- Education: Bachelor's degree required.
- Work Experience: Minimum of 5 years of financial services experience. Experience in the banking sector will be seen as a critical asset.
- 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 and a high proficiency level working with core banking systems and best in class data analytics tools will be 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 analytics 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, particularly Excel.

Clarien 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 March 13<sup>th</sup>, 2019 to:

**Human Resources Department**  
**19 Reid Street, Hamilton HM 11**  
**P.O. Box HM 665, Hamilton HM CX**  
**Email:** jobs@clarienbank.com  
**Fax:** + 441 296 7701

www.clarienbank.com | 441 296 6969

Head Office: 19 Reid Street, Hamilton HM11, Bermuda | Paget Plaza: 161 South Road, Paget DV04, Bermuda

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

Clarien Bank Limited through its wholly owned subsidiary companies is licensed to conduct bank, investments and trust business by the Bermuda Monetary Authority.