

SBI-SG GLOBAL SECURITIES SERVICES PVT. LTD.

BUSINESS DEVELOPMENT AND MARKETING

JD – Product Manager (1 POSITION)

Job Title	Product & Sales Support
Primary Area of Responsibility	Product Development & Support
Years of Experience	Manager / Sr Manager: Minimum years in relevant role, over 10 years in Custody Services
Educational Qualifications	Bachelor's degree from reputed University Master's or PG in Management / Financial Markets Certifications in Capital Market courses, preferably those from NISM
Job Description	<p>Develop/Upgrade products and product strategy, for FPI and non-FPI business; distinguish by segment and client type</p> <p>Analyse and interpret industry dynamics, competitor developments and product intelligence for its impact to business</p> <p>Maintain repository of Regulatory, Market and Jurisdiction information & changes, Prospect and Partner data</p> <p>Develop / review tariff structures, Product /Client Profitability</p> <p>Product marketing – e-Mail campaigns, Newsflash, Developing marketing collaterals, brochures, presentations, webinar groundwork, social media posts, etc.</p> <p>Prospect proposals, RFP documents, response to client queries / clarifications, MIS Reports, Market Profile</p> <p>Preparing manuals (FPI / DDP / CRM) – to strengthen sales efforts</p> <p>Provide clarity on Regulatory and Product issues to sales team / SRM/ prospects</p> <p>Coordinate with other departments – Ops, FA, Legal & Compliance, as may be required to address prospect queries</p> <p>Identify new business opportunities – product, client segments</p> <p>Provide Research inputs (markets / products) from time to time</p> <p>Engage with external stakeholders – as required</p>
Key Personal Characteristics	Flair for Research, drawing product papers, revenue analysis Excellent Communication and Customer orientation Proactiveness and Problem Solving

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Knowledge of Capital Markets and Stock Market Ecosystem
Good inter-personal relations and ability to work with teams
Proficient in MS-Word, Excel and PowerPoint

- The profile reports into the VP/ Head for Business Development, Sales & Marketing.

About SBI-SG Global Securities Services Pvt Ltd

SBI SG Global Securities Services is set up as a joint venture between State Bank of India (SBI), India's largest bank and Société Générale Securities Services (SGSS), one of the world's leading global custodians, combining the banking and treasury expertise of SBI with the operational and risk management proficiency of SGSS, to offer high quality Custody and Fund Accounting Services to domestic and foreign clients. SBI-SG is the first standalone entity in the custody space in India to benefit from this local-foreign partnership.