Position Title	**Vice President, Product Management**
Location	Toronto
Reporting To	Director, Products & Services
Position Overview	The VP, Product Management will contribute to defining the product strategy and vison for the firm. This role will be to oversee and maintain the existing fee-based and managed-account product suite e.g. Separately Managed Accounts (SMA), Portfolio Managed Accounts (PMA), Asset Management Accounts (AMA) to ensure that it is competitive, profitable and meets the future needs of the evolving market.
Duplicates and Responsibilities	• Identify potential new products and/or enhancements to existing products suite to maintain competitive positioning in the investment market and to improve profitability • Develop and maintain resources to assist teams in the sales cycle with clients • Analyze market information on competitors offering, changes in the marketplace and feedback from Advisor teams to guide the decision making process on new products initiatives and enhancements • Gather and use feedback from Advisor teams and stakeholders to improve services provided by the firm • Work with cross-functional areas, to ensure that all aspects of the product platform are effectively delivered and areas for improvement are implemented • Manage the day-to-day activities of the Products & Services team (e.g. vendor relationships, fee and billings, contracts, pricing exceptions) • Maintain a competitive information database • Market to and create awareness amongst Advisor teams of existing product tools and resources to grow • Develop and maintain relationships with vendors (e.g. Rogers Casey - SMA manager consultant, 3rd party managers, Croesus etc.) and identify opportunities to partner with

organizations in the implementation of our firm's strategy and fill gaps in our offering
- Create and maintain policies (fee based policies, due diligence, product policies etc.)
- Provide subject-matter expertise on various projects based on industry knowledge to build the business requirements for product development
- Successfully roll out product initiatives to ensure product adoption and ensure adequate communications for all impacted areas
- Participate on Branch Management and Branch Administration team calls to ensure that product enhancements and changes are appropriately communicated
- Support the Product & Services team as an escalation area for Advisor teams on product-related issues
- Work with the Operations team to identify areas for improvement that impact our offering
- Work with and evaluate third-party product vendors from a business perspective in the delivery of the product suite and to ensure that their services enhance the client and advisor experience

Education

- Post-secondary education
- Canadian Securities Course (CSC), Conducts & Practices Handbook Course (CPH)
- Other Industry Related Course
- Experience with Too Good, Thomson ONE, Croesus or Dataphile an asset
- Completion of one or more of the following an asset; Investment Funds Course (IFC), Chartered Financial Analyst (CFA), Certified Financial Planner (CFP), Investment Representative (IR) or Registered Representative (RR)

Qualifications

- 10+ years of industry related Product Management experience
- People Management Skills
- Keen analytical skills
- Ability work under pressure in a fast paced environment
- Excellent verbal and written communication skills
- Ability to think critically and problem solve