



Become Product Manager Commercial Optimization (All Genders)
Our Commercial Optimization Team in Hamburg is waiting for you.
- temporary for 24 months as parental leave replacement -

We believe your interests to be equally important as the ones of your team. This is why you can achieve even more with us. Sounds good? Then you are just right with us.

Our promise

We help people move forward every day. We encourage you to develop your own ideas and offer an open company culture where everyone respects each other irrespective of hierarchy. You'll meet a variety of different people, living our values all day every day to do the best we can with integrity and excellence for our customers and stakeholders. Join our team for a diverse working experience and bring your personal contribution to our brand.

Your Part

As Product Manager Commercial Optimization (all genders) you are responsible for commercial planning, the portfolio and the product performances monitoring and you initiate and execute our commercial optimization projects. Your tasks:

- E2E responsibility for the planning process within Commercial organization (e.g. during MTP, Outlook cycles)
- Get a service matter expert (SME) for planning and forecasting requests in Commercial
- Create together with other commercial and marketing teams plans as a basis for MTP and Outlook
- Ensure that plans are continuously updated with all new initiatives & according to recent development
- Ensure high quality standards of financial plans
- Closely collaborate with Finance, Strategic analytics, Sales and other Product Management teams on planning exercises
- Take-over responsibility for performance monitoring for all Barclaycard products
- Establish a reporting framework together with Strategic Analytics, Sales and Finance to keep oversight about product and customer profitability
- Visualize performance development in the organization
- Identify deviations from the plans and kick-off mitigation actions

- Identify commercial optimization opportunities by several measures (e.g. pricing, sales optimization, process optimization, risk & reward optimization etc.)
- Create proposal papers for identified measures and obtain buy-ins from different stakeholders up to higher level
- Execute selected optimization projects

What you're made of

- University degree in business administration, economics or comparable
- Great understanding of the German retail banking market and retail banking products such as personal loan and credit cards
- Work experience in the online banking sector in Germany is wishible but not mandatory
- Excellent understanding of commercial KVDs & our business model (i.e. in P&L Management)
- Work experience in Product Management, analytical function or Finance
- Good balance between analytical capabilities and marketing know how
- Structured working approach and challenging existing ways to act and think
- Strong influencing and negotiation skills
- Experienced in working in international teams and understanding for different cultural backgrounds
- Excellent communication and presentation skills in English and German
- Great networking skills and the ability to lead cross-functional teams

About us

We're not an average bank. We're Barclaycard: modern, diverse and digitally minded. As one of the country's leading credit institutions, we have over 700 employees based in Hamburg. For the past 25 years, we have been offering our customers flexible payment options and helpful financing solutions that have resulted in over 1 million customers.

Interested? Perfect

Send us your application with your resume and a cover letter with your salary expectations and earliest starting date to karriereaussichten@barclaycard.de, quoting reference 132/2020.