

As fully-owned subsidiary of Erste Group Bank AG, Erste Asset Management GmbH coordinates and is responsible for all asset management activities of the Group. More than 300 employees develop and manage investment solutions for our investors. In total we currently manage assets of about EUR 61.4bn Euro across 7 different countries. As an entity of Erste Asset Management, **SAI Erste Asset Management S.A. (EAM Romania)** is currently looking for a:

Product Specialist

The Product Specialist is responsible for executing complex tasks regarding the product planning, product marketing, and after sales product services processes, for retail and institutional clients. In close cooperation with the Investment Division, Retail Sales units, as well as various other business units the Product Specialist actively supports the development of the product offering and fosters the whole customer value chain. In depth asset management and investment strategy know-how as well as a very good understanding of operational processes within an asset management company are mandatory for this function.

Key Responsibilities	Tasks / Key Elements
1. Product Development & Innovation Management	<ul style="list-style-type: none"> • Provides inputs for product idea generation and management of innovation process • Development of product concepts together with the involved management and sales units
2. Product Management	<ul style="list-style-type: none"> • Responsible for constantly challenging existing product range and strategies • Effective product management requires constant interaction with fund management, distributor, back-office
3. Structured set up of sales material & product presentations	<ul style="list-style-type: none"> • Develops and designs profound sales material / product presentations, training materials for distributor • Creates and enhances pitch books and product presentations with sales arguments • Develops and fosters performance presentations (Institutional) • Creation and update of the product factsheets
4. Sales Support for Institutional & Retail Sales	<ul style="list-style-type: none"> • Answers the questions related to product details • Content responsibility and coordination for internal and external webinars, inputs for client mailings and investment newsletters (together with Retail Sales units) • Actively supports RFP management tasks (Institutional) • Actively contributes in course of sales processes/pitches together with sales units (Retail and Institutional) • Responsibility for working instructions for products for BCR retail branch network (Retail)
5. Business & market intelligence	<ul style="list-style-type: none"> • Conduct industry and competitor/benchmarking analyses, as well as monitoring asset management industry as a whole
6. Project Management	<ul style="list-style-type: none"> • All of the above described key responsibilities require high project management and steering effort (with all involved stakeholders)

Job Requirements

B.2. Formal education

1. University degree in Finance/Economics

B.2. Specific functional know-how – legal/regulatory or product knowledge or ability to perform actions as required

1. Product management
2. Asset management know how
3. Project management
4. Sales management
5. Industry specific regulatory know-how
6. Marketing
7. Innovation management

B.3. IT Literacy (Types of software and systems)

Microsoft Office (Word, Excel, Power Point), Reuters/Bloomberg

B.4. Languages (Level of language proficiency)

English (Excellent)

B.5. Working experience (No of years and Industry and/or Experience related to the Specific functional know-how)

Minimum years of experience	Description of tasks / duties / functions fulfilled in specific fields or industry
3+ years	Product management, fund management or analyst background in financial services industry

We offer:

- a friendly, respectful and innovative working environment
- the chance to work with an international team situated in 7 countries
- an incentive package fairly balancing rewards with risk taking and responsible behavior
- the chance to work for a local market leader and to contribute to the consolidation of the no.1 position in the local asset management industry, as well as the broader development of the fund management industry

Did we raise your interest?

Please send your full application with a CV and (if available) cover letter until 15.07.2021, via Email to office@erste-am.ro or mihnea.barbulescu@erste-am.ro