

INTRUST Bank

Job Description Summary

Job Title: Treasury Management Product Manager
Job Code: 30482
FLSA Status: Exempt
Business Unit: Commercial Lending

Job Summary: Position is responsible for product development activities related to treasury management and commercial banking services, coordinates with management in developing product strategies and managing product roadmaps. Works across the organization and with outside vendors to engage appropriate stakeholders to coordinate product enhancement, development and implementation activities. Serves as sales support for treasury and commercial banking relationship managers including assisting with complex customer implementations. Partners with business units to review product pricing, including proper capture of service charges, and periodic competitive reviews. Position is a subject matter expert for treasury management and commercial banking services to assist in driving continuous product improvement and development, and in supporting the banks commercial customer relationships. Promotes an environment of teamwork within the department and across the bank. Represents INTRUST Bank in all they do in the community and is focused on the development of new business relationships. Must maintain strict standards of confidentiality and perform duties in a manner supporting INTRUST's Character Qualities.

Essential Functions: All expectations described in the job description's essential functions are necessary to be successful in this role, performed with or without a reasonable accommodation.

- This position is responsible for serving as the subject matter expert for commercial solutions and working in collaboration with other divisions of the bank in delivering best in class treasury management, international, and commercial banking solutions.
- Responsible for the quality and delivery of new products, features/designs, product strategy and related product vision for treasury management, commercial banking, and international banking, by working closely with management, systems, operations, and project management teams.
- In-depth involvement in projects to develop new, and enhance current, treasury management and commercial banking products to help the organization achieve its strategic goals and meet customer needs.
- Serves in a key role in the implementation of new or enhanced services working across multiple departments of the bank and with outside vendors.
- Involvement in industry events, and with banking industry vendors, to further product knowledge and to remain current on product trends and regulatory changes in the banking and payments industry impacting treasury and commercial products.
- Assist the treasury management sales team to provide solutions to complex treasury relationships by understanding customer needs and creating solutions based on the current product offerings, including attending calls or virtual meetings as requested.
- Serves as a subject matter expert on complex treasury or commercial customers' onboardings or product implementations and manage escalated customer support needs.
- Oversee the account analysis process, including proper application and management of commercial service charges, ensuring revenue capture for current products and supporting monetization of new products and services.
- Conduct periodic treasury management, international banking, and commercial banking deposit service charges and competitive reviews, resulting in recommending and implementing pricing changes consistent with business unit pricing strategies.

- Develop and maintain documentation related to treasury and commercial banking products and services, including product features and functionality, and technical product considerations, to serve as a resource for general marketing, and complex sales and implementations activities.
- Partners closely with management to make sure product initiatives align with the bank's risk and compliance profile.
- Performs special projects, and additional duties and responsibilities related to treasury management and commercial banking products and services as required.

Education and Experience: Bachelor's degree in business or related field. 5+ years of experience in financial services industry that includes treasury management or commercial banking product development and/or customer support, or related experience.

Required Skills and Knowledge: Excellent oral and written communication skills. Possesses a balanced sales and technical aptitude with the ability to communicate complex concepts/solutions to a varied audience. Highly effective organizational and project management skills, strong attention-to-detail, independent, self-motivated with ability to manage multiple priorities in fast-paced environment. Knowledge of federal/state affirmative action and equal employment laws/regulations.

Required Licenses and/or Certifications: CTP- Certified Treasury Professional and AAP- Accredited ACH Professional, certification preferred.

Physical Demands: Extended period(s) of time may be spent viewing a personal computer, sitting, standing, and walking. Occasional lifting up to 25 lbs. The physical demands necessary for this role should be performed with or without a reasonable accommodation.

Working Conditions: Normal office conditions. Travel required.

This job description summary is not intended to be an employment contract, nor is it intended to state or imply these are the only activities to be performed by the employee occupying this position. Employees will be required to follow any other duties as assigned or requested by their supervisor.

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