



Product Development Manager – Instalments/Buy-Now Pay Later Solutions

Are you curious, motivated, and forward-thinking? At FIS you'll have the opportunity to work on some of the most challenging and relevant issues in financial services and technology. Our talented people empower us, and we believe in being part of a team that is open, collaborative, entrepreneurial, passionate and above all fun.

About the team:

The PRIME Product team is responsible for the Card Management Platform that TSYS is providing to licensing and processing clients around the world. Our clients are tier 1 banks in Europe, Latin America, Middle East and Asia.

What you will be doing:

The role involves shaping the product roadmap for our instalments/buy-now-pay-later application to deliver value to our customers, by having a deep understanding of the market requirements in the different regions that we serve. The ideal candidate combines strong payments expertise, and the ability to translate the market opportunities into innovative products. The key responsibilities of the role will be:

- Managing the process from product development to product launch, ensuring execution is in line with the agreed project plan, for small or moderately complex new product initiatives or existing product initiatives.
- Owning, managing, and communicating a product roadmap, including collaborating with delivery, sales, and relationship management teams to determine features prioritization, development, and ongoing costs of delivery, and market positioning. Manages the details of product backlog and ensures continual enhancements to existing products by maintaining knowledge of new trends in the space of payment fraud.
- Collaborates with product marketing to develop product marketing strategies based on established product objectives, costs, and value proposition. Reviews research with product marketing to quantify value proposition for inputs to pricing analysis and marketing collateral.
- Developing business cases requiring analytical skills for new product functionality to serve as inputs to decision-making, prioritization, pricing, and client value proposition.
- For assigned products, collaborate with technology architects and development team to validate detailed design, particularly to ensure that product objectives and key requirements are met and aligned with the market needs and the business unit strategy. Completes required documentation and provides design direction, testing support, and general assistance to the development team, as needed, during the execution phase of product development consisting of moderate complexities and scopes.
- Supporting the sales teams with new opportunities and participating in meetings as required. Participating in client meetings to provide updates on the product roadmap and discussing potential opportunities with the client.

What you bring:

- Bachelor's Degree, preferably in Business or Computer Science

- Typically, minimum 10 years' relevant experience in similar business product roles and/or external customer/market experience
- Bank card/Payments industry knowledge
- Extensive experience with MS Excel/Google sheets
- Excellent spoken and written English communication skills. Ability to communicate clearly and concisely and to interact with both Business and IT partners.
- Must be a team player with excellent interpersonal and relationship skills.

Added bonus if you have:

- Experience with Agile software products and delivery methodology.
- Professional experience working with end-users to meet business needs
- Professional experience demonstrating transferable skills for business analysis
- Working towards or in possession of a business analysis professional qualification e.g. IIBA or BCS.

What we offer you:

- A work environment built on collaboration, flexibility and respect
- Competitive salary and attractive range of benefits designed to help support your lifestyle and wellbeing, including:
 - Private medical insurance for you and your family, non-contributory, in and out patient cover
 - A well-established, strong provident fund
 - Life insurance (3x base salary)
 - 21 days' holiday increasing with length of service, plus public / bank holidays
 - Flexible working (hybrid model – part from home, part from office)
- Varied and challenging work to help you grow your skillset
- Wellbeing initiatives with access to support services
- On-site subsidized canteen
- Modern offices opposite the Mall of Cyprus with gym and showers, games room (pool table, table tennis, darts, table football, PlayStation) & prayer/meditation room
- Mall of Cyprus Store discounts
- Regular social events and charitable initiatives to give back to our community.

To apply for this position, please visit our website <https://careers.fisglobal.com/us/en/> and apply through the online system. All applications will be treated in the strictest confidence.