



Product Commercialisation Consultant

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 International Strategic Business Development team is responsible for translating product strategy into commercially successful, market-ready solutions. Working across Product Development, Sales, Relationship Management and Operations, the team drives commercial strategy, market readiness, client engagement, adoption and portfolio growth. We act as the bridge between market opportunity, client needs and product capability, ensuring our products and services deliver measurable value to clients while achieving strong commercial outcomes for the business.

What you will be doing:

As a Product Commercialisation Consultant, you will help shape, commercialise and grow products and services across our portfolio. Working closely with clients and internal stakeholders, you will identify market opportunities, define commercial requirements, support product strategy and commercialisation activities, and drive adoption and growth. You will combine commercial product management, client engagement and requirements discovery skills to ensure solutions are aligned with both client needs and business objectives.

The key responsibilities of the role will be:

- Translate market opportunities, client needs and business objectives into commercial product strategies, propositions and growth initiatives.
- Participate in client discovery, stakeholder engagement and requirements elicitation activities to understand business needs, identify opportunities and support product and commercial decision-making.
- Support the commercialisation and market readiness of new and enhanced products and services, ensuring alignment across stakeholders and successful go-to-market execution.
- Develop business cases, commercial assessments and prioritisation recommendations to support product investment, portfolio and roadmap decisions.
- Partner with Product Development, Sales and Relationship Management teams to ensure client requirements, commercial objectives and market opportunities are effectively represented.
- Drive adoption, growth and portfolio performance initiatives through client insight, market analysis and continuous improvement activities.

What you bring:

- Educated to degree level in Computer Science, MIS or Business-related field
- Typically minimum 7 years relevant experience in Commercial Product Management, Product Management, Solution Consulting, Market Strategy or similar customer-facing product and commercial roles.
- Strong commercial acumen, with the ability to evaluate market opportunities, client needs and business value to support product and portfolio decisions.
- Experience supporting product commercialisation, market readiness, go-to-market or product adoption initiatives.

- Proven experience engaging with clients and senior stakeholders to identify opportunities, influence outcomes and build trusted relationships.
- Experience working with clients and stakeholders to identify business needs, validate opportunities and support the definition of product and service requirements.
- Demonstrated ability to operate independently, take ownership of outcomes and contribute effectively as part of cross-functional and geographically distributed teams.
- Comfortable working in evolving environments, bringing structure, initiative and pragmatic problem-solving to new challenges.
- Excellent communication, presentation and stakeholder management skills, with the ability to engage effectively with both business and technology audiences.
- Experience working within financial services, banking, fintech or technology-enabled solution environments.

Added bonus if you have:

- Experience within card issuing, acquiring, merchant payments, fraud, loyalty, digital banking or related payment ecosystems.
- Experience working with international clients across multiple markets and regions.
- Professional qualifications in product management, business analysis, strategy or related disciplines.

What we offer you:

- A work environment built on collaboration, flexibility and respect
- Varied and challenging work to help you grow your skillset
- 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)
 - Wellbeing initiatives with access to support services
 - Modern offices opposite the Mall of Cyprus with gym and showers, games room (pool table, table tennis, darts, table football, PlayStation) and prayer/meditation room
 - Store discounts
 - Regular social events and charitable initiatives to give back to our community.

FIS is committed to providing its employees with an exciting career opportunity and competitive compensation. The pay range for this full-time position is **EUR 42,000.00 – EUR 85,000.00** and reflects the minimum and maximum target for new hire salaries for this position based on the posted role, level, and location. Within the range, actual individual starting pay is determined by additional factors, including job-related skills, experience, and relevant education or training. Any changes in work location will also impact actual individual starting pay. Please consult with your recruiter about the specific salary range for your preferred location during the hiring process.

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