

Job Description

Job title	Senior Manager, Guarantee and Wholesale Solutions Products
Team	Guarantee and Wholesale Solutions (GWS)
Band	5
Reporting to	Director GWS Products
Management responsibility	To be confirmed

Purpose of the job

The purpose of a Senior Manager GWS Products is to successfully execute GWS originated transactions within scope of the business plan and in line with the BBB's objectives and values. They will refer to the responsible Director GWS Products for issues which are non-standard, commercially sensitive or require further product development but otherwise will execute transactions independently. The Senior Manager also originates new transactions in conjunction with the GWS Relationships team where they provide product specific specialism and is a "go to" expert in one or more GWS products both to internal as well as external stakeholders. Another purpose of the role is to help develop and, in some cases, directly manage and develop more junior colleagues within the GWS Products team.

Main duties

- Transaction execution including:
 - Negotiation of standard transaction terms including writing term sheets independently
 - Seek supervision from a Director GWS Products when negotiating commercially sensitive terms or any deviations from the standard products.
 - Make recommendations and work with delivery partner to set up processes for GWS transactions
 - Approvals, quality control and in more complicated cases of non-standard transactions, modelling
 - Marketing of products with GWS Relationship team
 - Legal documentation in conjunction with BBB Legal
 - Setting up of all operational aspects
 - Manage all risks (operational, reputational, regulatory, legal, etc) during the execution phase and post completion in conjunction with GWS Portfolio
 - Proper filing
- Post completion, work with GWS Portfolio on successful transfer of transaction management with the ability to step in when necessary
- Manages a team or a deal team when required for the transaction
- Helps develop new business ideas, product lines & variations for new SME asset classes and GWS Products
- Maintains excellent relationships with colleagues in all areas within the British Business Bank and supports them in all areas relevant to their products
- When required, manages a team or manages a deal team for the transaction
Train more junior colleagues as directed by the Director GWS Products

Knowledge and experience

Essential:

- Extensive experience in securitisation or equivalent capital markets roles
- Proven experience in marketing and executing securitisation transactions either in a deal team or independently, ideally SME securitisations
- Strong analytical and financial modelling skills, including cash flow modelling and granular data analysis.
- Proficiency in MS Excel, Word and PowerPoint
- Thorough understanding of different securitisation and/or guarantee techniques, structures and markets
- Excellent knowledge of most regulatory aspects of their products

Desirable:

- Proficiency in VBA and/or MS Access

Internal and external stakeholders

- Liaison at a senior level with potential and active delivery partners participating in GWS products (for example, challenger banks, market place lenders, asset finance providers, etc) sometimes under supervision of a senior in GWS Products and in conjunction with GWS Relationship Director
- Work with GWS Relationship Directors while marketing GWS products as product specialist
- High degree of collaborative working with other colleagues in BBB Legal, Risk, Policy, Strategy, Finance and Communications
- Liaison with government stakeholders in conjunction with BBB Policy
- Liaison with external advisors, suppliers and contractors, as necessary

Budgets / Delegated Financial Authority / fund size / scope of investments

N/A

Key competencies/behaviours

Collaboration

- Hands over knowledge and experience to colleagues and across teams
- Communicates and disseminates key messages
- Engages across the Bank to identify root causes of issues and optimise solutions

Performance and Development

- Continuously monitors performance and tackles issues in a timely manner
- Recognises successes and gives credit
- Understands strengths, aspirations and development areas of all team members
- Provides feedback, coaching and opportunities for stretch and career growth
- Supports wellbeing and work-life balance

Innovation

- Contextualises and helps colleagues embrace change
- Enables team members to confidently take on new projects without fear of failure
- Looks beyond corridor conversations and ensures multiple perspectives are in the room to encourage diversity of thought

Additional

- Senior-level commercial negotiating skills
- Excellent communication (verbal and written) and influencing skills
- Excellent analytical skills
- The ability to work collaboratively and effectively across an organisation
- Excellent organisation/time management skills of self and others
- The ability to use initiative and make sound judgement

Qualifications

Essential

Educated to degree level (or equivalent work experience) in a quantitative discipline such as mathematics, econometrics, physics, chemistry, engineering

Desirable

Masters degree in an analytical field/MBA/CFA or equivalent

Is this a regulated role?

No