

Edward Jones

Product Manager

Company Description

At Edward Jones, we help clients achieve their serious, long-term goals by understanding their needs and implementing tailored solutions. To ensure a personal client experience, we've located our 12,000+ branch offices in the neighborhoods where our nearly 7 million clients live and work.

A typical branch office has one financial advisor who meets with clients face-to-face and one branch office administrator who enhances the team's ability to build deep relationships with them. Headquarters associates in St. Louis and Tempe provide support and expertise to help U.S. and Canada branch teams deliver an ideal client experience.

Opportunity Overview

We are seeking a highly motivated individual who enjoys working in a collaborative team environment. This successful candidate will be working closely with the Insurance Marketing team to execute product strategy, as outlined by department, and coordinate ongoing product management and competitive analysis.

1. Execute product strategy, as outlined by department, and coordinate ongoing product management for the product line for which they are directly responsible (Eg. Mutual Funds, Advisory, ETFs, Annuities, Insurance or Banking).
 2. Independently drive the product partner relationships (minimum 1) in order to ensure financial advisors have a consistent supply of high quality products and support aligned with the firm's advice and guidance to meet client needs.
- Drive product partner business plans, wholesaler effectiveness, and alignment with firm advice and guidance, holding them accountable for results and compliance.
 - Collaborate with stakeholders to ensure alignment of product partner, client, and branch-facing messages related to the product.
 - Work with product partners and leaders to develop products, influence and analyze proposed product changes, shape and communicate product positioning and suitability guidelines, and launch products to

meet client demands.

- Collaborate with product partners and internal stakeholders to develop and drive system, tool, data, customer service and process alignment and enhancements related to the product line.
 - Identify potential product partner issues/problems and assist with their resolution when they occur.
3. Monitor and manage business and regulatory risk, and assist in the development of risk mitigation strategies to ensure continuity and effectiveness of the product line; apply regulations and firm policies to ensure compliance.
 4. Monitor, evaluate, and communicate industry products, tools and sales trends and identify future opportunities impacting the product line to make informed business decisions.
 5. Serve as a subject matter expert for the product line.
 6. Support department as needed.

Position Requirements

1. Bachelor degree strongly preferred with an emphasis in finance, financial analysis, math, accounting, engineering or actuarial science. Advanced business degree desired.
2. CSC and CPH required within twelve months of hire. Some areas may require additional licenses, e.g. provincial life license(s).
3. Related industry designation(s) preferred (e.g. CFP, CLU, ChFC, CFA etc.).
4. Generally 4-10 years of relevant financial services industry experience, or 3-7 years of experience with financial product support and analysis. Strong preference to experience with investments, mutual funds, segregated funds, insurance and annuities.
5. Must possess strong analytical skills and have an ability to evaluate complex technical information and clearly communicate recommendations that will be used to make strategic business decisions for the product line.
6. Must have excellent written and verbal communication skills and interpersonal skills in order to interact with internal stakeholders such as leaders and peers; and drive vendor/asset manager/carrier/strategic partner relationships to ensure effectiveness of solutions and achieve business plan goals.
7. Proficiency with Microsoft Office suite is strongly desired.

Awards and Accolades

Our commitment to providing a workplace that both challenges us and rewards our associates has contributed to our inclusion in FORTUNE magazine's list of the "100 Best Companies to Work For 2015" in America. The firm ranked

No. 6 overall in its 16th appearance on the prestigious list.

EEO Statement

Edward Jones does not discriminate on the basis of race, color, gender, religion, national origin, age, disability, sexual orientation, pregnancy, veteran status, or any other basis prohibited by applicable law.

*Area of Interest

Products and Services

Please apply online at

https://sjobs.brassring.com/1033/ASP/TG/cim_jobdetail.asp?partnerid=26235&siteid=5376&aReq=26465BR