

313318BR

Job Title:

Healthcare Segment Manager

TD Description:

About TD Bank, America's Most Convenient Bank®

TD Bank, America's Most Convenient Bank, is one of the 10 largest banks in the U.S., providing more than 8 million customers with a full range of retail, small business and commercial banking products and services at approximately 1,300 convenient locations throughout the Northeast, Mid-Atlantic, Metro D.C., the Carolinas and Florida. In addition, TD Bank and its subsidiaries offer customized private banking and wealth management services through TD Wealth®, and vehicle financing and dealer commercial services through TD Auto Finance. TD Bank is headquartered in Cherry Hill, N.J. To learn more, visit www.tdbank.com. Find TD Bank on Facebook at www.facebook.com/TDBank and on Twitter at www.twitter.com/TDBank_US.

TD Bank, America's Most Convenient Bank, is a member of TD Bank Group and a subsidiary of The Toronto-Dominion Bank of Toronto, Canada, a top 10 financial services company in North America. The Toronto-Dominion Bank trades on the New York and Toronto stock exchanges under the ticker symbol "TD". To learn more, visit www.td.com.

Auto req ID:

313318BR

Country:

United States

Job Requirements:

Serves as an expert providing a foundation of knowledge to guide decisions throughout the product definition and launch

Determines effective ways to deliver a complete solution to an identified product problem and looks for ways to fill gaps

Performs objective analysis of potential market opportunities and articulates learning's to quantify the risk, including a financial model

Designs, maintains and enhances the Company's existing and new product line pricing structures, strategies and tactics to meet changing environment, customer preference and revenue targets

Ensures prices and programs comply with Company pricing strategy and constantly monitor profitability and key drivers taking action as necessary to improve results

Develops analytical processes and evaluates pricing data on a daily basis

Implements pricing processes for modeling, volume forecasting and measurement to identify key performance indicators; Develops tools and models that would allow testing of price elasticity.; Works with Research and Risk management to ensure profitability goals, customer needs and

that credit decisions optimize risk/rewards

Manages the product management budget for specific products to ensure objectives can be achieved within budget and meets or exceeds profit and loss goals; Identifies changes in expenses and works to manage them to meet revenue goals

Evaluates the presence and relative importance of key product deliverables

Establishes annual business and expense plans for each product and monitors results adjusting the plan to meet the changing environment and budget targets as necessary

Becomes the expert on the financial/banking market and its customer needs

Describes the Company's unique ability to deliver value while differentiating itself from competitive offerings

Ensures continuous growth of self and staff

Leads conversion efforts of products, services, programs and offers of acquired company into overall Company product offerings; May personally lead more complex projects involving necessary key business partners and personnel from acquired company, ensuring smooth transition

Ensures training is designed through the training department and others to educate appropriate staff on re-engineered or new products to support effective introductions of new initiatives

Ensures all products are in compliance and meet all regulatory requirements

Performs analysis and synthesizing of data

Consumer trends

Identifying and closing gaps in knowledge and analytics

Interpreting consumer information

Anticipating customer experience opportunities.

+ Must be eligible for employment under regulatory standards applicable to the position.

Hours:

40

Job Description:

The Product Manager II is responsible for the continuous improvement and end to end management of assigned Company products, services and programs including features, benefits and characteristics that meet customer needs and are priced to meet the Company profit and loss objectives.

Inclusiveness:

At TD, we are committed to fostering an inclusive, accessible environment, where all employees and customers feel valued, respected and supported. We are dedicated to building a workforce that reflects the diversity of our customers and communities in which we live in and serve, and creating an environment where every employee has the opportunity to reach their potential.

If you are a candidate with a disability and need an accommodation to complete the application process, email the TD Bank US Workplace Accommodations Program at USWAPTDO@td.com . Include your full name, best way to reach you, and the accommodation needed to assist you with the application process.

EOE/Minorities/Females/Veterans/Individuals with Disabilities/Sexual Orientation/Gender Identity.

Province/State:

Maine, Massachusetts, New Hampshire, New Jersey, New York, South Carolina

City:

Bedford, Boston, Greenville, Mount Laurel, New York, Portland

Qualifications:

Bachelor's degree or progressive work experience in addition to experience below

7+ years related experience required

Travel may be required

Demonstrated experience and success in product design in a financial/banking environment

Strong communication, problem-solving and decision making skills with ability to effectively communicate with senior managers

Demonstrated ability to build strong collaborative business relationships

Proven ability to negotiate and apply skills to exercise influence over others decisions without express authority and influence change

Demonstrated experience in project management and building project plans and presentations

Proven understanding of product pricing and financial statements

Ability to think both tactically and strategically moving through both fluidly

Demonstrated leadership skills

Additional Details:

• Segment manager will be a subject matter expert on a specific industry, and domain in terms of customer experience, and the customer's customer experience. Including a deep understanding of the problems faced by hospitals & hospital systems and Understanding of how ERP systems work and how hospitals use them today to improve their service.

• Segment manager will be responsible for multi-product roadmaps aligning TD's product offerings with industry requirements.

• Acting as a Solutions Consultant architecting 1:1 specialized solutions and payable and receivable approaches for our Customers. Segment Manager will be responsible for working with product managers/owners and platform owners to develop and deliver solutions that meet customer demand within the segment

• Segment manager will coordinate and liaise with segment leadership across multiple commercial products to coordinate development of roadmaps

• Externally they would act as an industry expert – speaking at conferences (and in white papers) about where the industry is headed – and what problems are emerging.

Preferred Qualifications:

Experience in Lawson, Peoplesoft, Workday, Oracle and/or Netsuite

Work Location:

1 Portland Square, 125 Park Avenue Corporate, 141 South River Road, 200 State Street Corporate, 5 Commerce Park North, Greenville Campus Building A – 200 Carolina Point Parkway, Mt Laurel – 6000 Atrium Way

Business Line:

TD Bank AMCB

Job Category – Primary:

Commercial Banking

Job Category(s):

Commercial Banking

Province/State (Primary):**

Maine

ProvState 2:

New Hampshire

ProvState 3:

Massachusetts

ProvState 4:

New Jersey

ProvState 5:

New Y