

## Product Manager



Phone :  
Web :

### Job Summary

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Vacancy :  
Deadline : Aug 11, 2024  
Published : Jul 11, 2024  
Employment Status : Hybrid  
Experience : Any  
Salary :  
Gender : Any  
Career Level : Any  
Qualification :

## Job Description

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### Who We Are:

Nest Wealth is Canada's largest independent digital wealth management platform, offering both direct-to-investor and advanced business-to-business solutions and has joined the Objectway Group in 2024.

Objectway is an international group with more than 30 years of business expertise in wealth, banking and asset management software empowering clients to embrace their future challenges while providing great performance today. As an IDC Global TOP-100 FinTech provider with a leading as-a-service platform we've built strategic partnerships with +250 leading Wealth Managers, Banks, Asset Managers, Fund Managers, Insurers and Outsourcers in +15 countries empowering and scaling their business by modernizing and streamlining their digital technology and operations. With over 800 professionals operating from Italy, UK, Belgium, Germany, Switzerland, Ireland and North America, the Group serves clients in 4 continents, supporting approximately 100,000 investment professionals to manage more than €1 trillion in assets.

In January 2024, Nest Wealth was acquired by Objectway Group, a leading global fintech provider of products across the wealth management and asset management value chain. Armed with global distribution and a robust product suite, we are looking to hire a **Product Manager** to help fuel the next phase of our growth.

Finding amazing people is essential for building a successful company. That's why we take our culture and our people seriously. We are a proud recipient of 'Great Place to Work' for the past 4 years, 'Best Workplaces for Inclusion', 'Best Workplaces in Technology', and 'Best Workplaces in Canada' and we've recently been recognized as part of the top 10 scaling startups in Canada by [CIX](#).

### The Opportunity:

This Product Manager opportunity will focus on our Financial Planning products. Currently, a leader in the Canadian Financial Planning space, Nest Wealth is looking to expand our capabilities for Financial Advisors and End-Investors. This role will require exceptional empathy for Financial Advisors and End-Investors across the North American and European markets as well as deep knowledge of the financial planning industry.

In this role, you will create high-quality products customers love using strong analytical ability, attention to detail and excellent communication skills. You'll partner with different cross-functional teams and have a high degree of autonomy. While working closely with a Senior Product Designer and a Tech Lead, you will focus on the end-to-end product development cycle.

You need to be a strong team player, helping execute on our outcome-based product roadmaps to create a best-in-class experience. You will manage the prioritization and trade-offs between customer experience and time-to-market.

### What you'll do

- **Deliver customer value:** Create & deliver products to market while always focusing on experience: Combining desirability, feasibility and viability
- **Test & learn:** Run continuous discovery cycles, test new concepts, document, prototype, and rapidly iterate.
- **Develop customer empathy:** Constantly seek out ways to be in front of customers and learn more about them and their business.

### Your skills & abilities include the following

- **Dive into the Financial Planning and Wealth Management domain:** Research the market, meet with customers and customer-facing teams, and understand their goals, pain points, and where customers are struggling to maximize their business.
- **Break down initiatives:** Create smaller actionable hypotheses and experiments to validate value delivery.
- **Balance productivity and planning:** Drive your agile team to get meaningful work done while doing discovery and planning for the next most important work.
- **Prioritize usability and tech debt:** Strike the delicate balance while executing product work.
- **Evaluate and provide input on trade-offs:** Work with stakeholders to provide feasible options.
- **Align priorities and decisions:** Be the team's primary aligner of priorities, product decisions, and implications, ensuring all levels of the organization understand and are in sync.
- **Data-driven decision-making:** Utilize data to inform decisions and report on progress to stakeholders, ensuring transparency and alignment.
- **Provide strong leadership:** Exhibit excellent verbal and written communication, strong time management capabilities, and strong presentation, negotiation, and prioritization skills.
- **Work independently and as part of a team:** Maintain multiple project activities and deliverables.
- **Investigate, analyze, and problem-solve:** Use critical thinking to solve problems.
- **Collaborate with Marketing:** Work closely with the marketing team on positioning, pricing, product awareness, and customer education through activities like webinars to ensure successful product launches.

### It would be GREAT if you had....

- Experience working on B2B products
- Experience building Financial Planning Products
- Experience in the financial planning industry, with designations such as CFP (Certified Financial Planner), PFP (Personal Financial Planner), or QAFP (Qualified Associate Financial Planner), is a plus.
- Empathy for financial advisors in North America and Europe
- Experience with 0-1 Products
- Experience with GTM as we'll be building and bringing a new product to market
- Passion for the fintech space

### In addition to joining a phenomenal team, we offer:

- Competitive base salary
- Customizable extended health benefits
- A yearly education budget for your own professional goals (workshops, courses, conferences, classes, and more)
- Flexible hours - Our employees have the latitude to take care of the other parts of their lives and be there for the things that matter
- Parental leave top up to take time with your family.
- We are a hybrid team working remotely and in-office, and it's up to you to choose what works best.
- When we're in office we do provide: A fully stocked fridge, and snacks for everyone to enjoy!

### Interview Process

- 30-minutes "get to know you" interview with HR team member
- 60-minutes with a Product Designer, Product Manager, and Software Engineer. Goal: assess skills & abilities to do the job.
- 60-minutes with Group Product Manager and Sr. PM Goal: assess values alignment & ability to work with the team
- Our ideal time-to-hire is 35 days, we try our best to provide an efficient, engaging and enjoyable interview experience.
- All interviews are over video via Google Meet (must have video/internet capabilities)

\$90,000 - \$110,000 a year

**Compensation:** Our target hiring range is 90,000 - 110,000 CAD per year. Actual compensation will be commensurate with experience and skills and evaluated during the interview process.

**Join us!** If you're interested in joining an awesome, growing team, apply now. We can't promise it will be a fit, but we do promise to consider your experience. Follow us on LinkedIn or Twitter to keep up to date on our latest news!

*At Nest Wealth we celebrate diversity and are committed to creating an inclusive environment for all employees. We welcome and encourage applications from people of all abilities. Accommodations are available on request for candidates taking part in all aspects of the selection process.*

**Education & Experience**

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**Must Have**

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**Educational Requirements**

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**Compensation & Other Benefits**

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