

## Fixed Stable Value Product Director-Job ID # 44918

Located in Columbus, Ohio

(Internal Nationwide Title: Technical Director, NF Product FSV)

### **SUPPLEMENTAL MINIMUM JOB REQUIREMENTS:**

Expertise in fixed income investments and fixed / stable value products, retirement plans for the private and public sector market, and financial services.

Ability to effectively learn new products. Responsible for both positioning our existing products as well as developing new products.

Comprehensive knowledge in Fixed Income Investments in order to act as Subject Matter Expertise to Plan Consultants & Plan Sponsors at point-of-sale meetings. Effective and experienced interpersonal and presentation skills.

Deep understanding of the overall management of Nationwide's general account and ability to assess competitor fixed portfolios.

Expertise in the overall marketplace of various fixed income investment offerings leveraged in the retirement plans market and how they are similar or different.

Ability to develop a long-term view of Nationwide Fixed offerings over various interest rate environments.

### **SUPPLEMENTAL JOB DUTIES:**

1. Monitor and understand competitors' fixed/stable value offerings and incorporating key insights into ongoing solutions.
2. Concept testing the ideas with customers to ensure customer needs are understood and incorporated into product/service design.
3. Evaluate primary and secondary research and incorporate key insights into the design.
4. Lead a cross-functional team to design and price products.
5. Assess current and future state business processes required to support product and service solutions.
6. Define the benefits and outcomes expected to be realized through the launch of product and service solutions.
7. Create business cases to receive approval for funding and resources to move forward with the execution to develop and launch products and services, including development of contracts, agreements, sales ideas, marketing materials, etc..
8. Accountable for the lifecycle management of the fixed/stable value solutions (existing and new).
9. Develop relationships with and serve as product expert to all sales stakeholders: external & internal wholesalers, brokers, financial planners, agents, plan sponsors, consultants, firms, business partners or sales representatives.

10. Assist in RFP/Bid processes for both Private & Public Retirement Plans and participate in finalist presentations.
11. Primary point of contact to assist with training, knowledge sharing and/or problem resolution associated with the fixed/stable value solutions. Cross-train peers and team members on fixed/stable value solutions to increase expertise within the team. Assist Marketing with ongoing enhancements to marketing and sales literature and materials.
12. Some travel, as needed, in the field to support the Sales team in the sales and retention opportunities.
13. Serve as the fixed/stable value product subject matter expert within the organization.

**JOB SUMMARY:** Develops relationships with and serves as liaison to all sales channels and organizations such as, internal departments and external wholesalers, brokers, financial planners, agents, consultants, business units, business partners or sales representatives. Serves as expert knowledge resource on fixed/stable value products post-launch. Creates an appropriate product and service offering, including education, administration and product initiatives. Assist in RFP/Bid processes for both Private and Public Retirement Plans and participation in finalist presentations.

**RELATIONSHIP:** Reports to Vice President, AVP; No direct reports

**STAFFING EXCEPTION TO MINIMUM JOB REQUIREMENTS MUST BE APPROVED BY:** Vice President and AVP, Human Resource

**JOB RESPONSIBILITIES:**

1. Develops business cases that support customer acquisition initiatives. Generates multiple solutions that address client/customer needs based on an assessment of the situation.
2. Facilitates and ensures client understanding of fixed/stable product options and helps to prioritize options.
3. Partners and negotiates with vice presidents and other senior executives of acquired clients as well as their business partners on acquisition opportunities and transition issues.
4. Develop relationships with and serve as product expert to all sales stakeholders; external and internal wholesalers, brokers, financial planners, agents, plan sponsors, consultants, firms, business partners or sales representatives.
5. Supports business strategies, various initiatives, and business development.
6. Looks for synergies or added value from developments across business units and multiple disciplines. Facilitates problem resolution across business units.
7. Diagnoses nature and magnitude of administration process/technology changes to most effectively manage client needs.
8. Adapts communications, presentations, and influences strategy to match needs of various clients or to appeal to needs of others whose support is important.
9. Concept testing ideas with customers to ensure customer needs are understood and incorporated into product/service design. Maintains a thorough understanding of pricing, client needs, market needs, and sales positioning.
10. Primary point of contact to assist with training, knowledge sharing and/or problem resolution associated with the fixed/stable value solutions. Cross-train peers and team members on fixed/stable value solutions to increase expertise within the team.
11. Accountable for the lifecycle management of the fixed/stable value solutions (new and existing).
12. Leads cross-functional team to design and price products. Works with product and channel managers on product design and pricing to achieve favorable financial results. Participates in product development meetings
13. Directs the research and development of product design requirements and oversees implementation and launch of products, including development of contracts, prospectus, sales ideas, and related literature.
14. Evaluate primary and secondary research and incorporate key insights into design.
15. Develops, administers, and monitors resource plans and budgets for the area.
16. Responsible for all related expense planning and reconciliation.

17. Performs other duties as assigned.

**JOB REQUIREMENTS:**

**Education/Knowledge:** Undergraduate degree in finance, economics, marketing or related discipline. Insurance licenses or industry designations (i.e. ARM, CLU, FLMI, ChFC, CFP, NASD, etc.) preferred. Demonstrated knowledge of all products specifically fixed/stable value offerings, regulatory framework governing such products, and organization acumen. Develops recommendations relative to individual product positioning in target markets.

**Experience:** 10 years experience in financial services related industry. Experience in fixed/stable value products, retirement plans for the private and public sector market and financial services.

**Skills:** Communication - shown ability to extend complex financial issues and solutions to prospective end-users of varied product comprehension. Leadership - to indirectly lead teams in accomplishing similar objectives. Learning on the fly - to form solutions from complex problems in a short period of time.



**Jeanne Bennett**

Recruiting Consultant

**Proud Nationwide Member**

Talent Acquisition/Human Resources

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