

JOB OPPORTUNITY

VELA
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PRODUCT MANAGER

Location: New York

Vela is a leading independent provider of trading and market access technology for global multi-asset electronic trading. Our software enables clients to successfully execute on their trading strategies and manage risk across multiple fragmented markets, liquidity pools, and data sources. We help firms successfully differentiate and innovate in an ever-changing, increasingly-regulated and fiercely-competitive landscape, while also reducing total cost of ownership.

Vela's ticker plant, execution gateways, trading platform, and risk and analytics software deliver a unique, ultra-low latency technology stack for electronic low-touch and Direct Market Access (DMA) execution and pricing. We leverage the latest innovations in technology to deliver cutting-edge performance, features and reliability. Our modular stack is accessed through a single set of trading, data and risk APIs and can be delivered as-a-Service from multiple co-location data centers globally.

With access to more than 200 venues, Vela provides global coverage across all major asset classes. Clients are supported by an award-winning team of technical and business experts available 24x7 from our multiple offices in the US, Europe, and Asia. Vela's clients include traders, market makers, brokers, banks, investment firms, exchanges, and other market participants.

Job Profile

As a Product Manager you will be responsible for driving the business forward through product strategy, business development and Sales support. As an expert in your field you will have a strong understanding of client needs and pain points and be able to articulately communicate how Vela's products addresses these. The role works closely with all departments and has extensive client interaction to position the company and our products in the market place, drive revenue growth and identify opportunities to grow and expand the business.

Key Accountabilities

- Provide subject matter expertise to accurately and elegantly articulate the current trends and challenges facing the industry and position Vela technology and software as a credible and valuable solution to client and industry challenges
- Continually develop and evolve market messages on Vela's capabilities and strengths, and tailor the message as required to specific regions, asset classes and use cases
- Identify and educate on key use cases and client challenges and articulate how Vela's software addresses each case. Identify features or gaps relevant to each use case and educate the wider company on the requirement and the potential uptick
- Understand key client, market & regulatory trends impacting the industry and identify opportunities and risks for Vela. Feed in to wider product strategy and market sizing



- Own and produce sales and marketing collateral to support the full sales lifecycle and correctly position Vela's software within the market place
- Provide sales training on market trends, client challenges, competitor developments and key messages
- Produce regular 'reasons to call' and updates to client facing teams on deliveries and roadmaps. Publish regular product and social media announcements on new deliveries including releases, features, markets and POPs
- Work with marketing to define and execute campaigns to generate leads and drive pipeline growth. Provide suggested topics for thought leadership collateral, brief marketing agency on content and key points and ensure publication and awareness
- Conduct detailed competitor pricing, gap and threat analysis and define Vela's response, educate NY
- Based on an understanding of client challenges and industry trends, explore ideas new features and products to understand potential market size and opportunity; build business cases to feed in to product strategy and prioritisation
- Provide support to Sales and Account Management to drive revenue growth, identify target clients and users, input to proposals and ensure the pitch aligns with Vela's key messages and strengths. Own and co-ordinate all responses to RFIs and RFPs
- Build a diverse network of senior client and partner relationships to aid in business and strategy development and wider industry trends and objectives
- Manage existing partner relationships and explore opportunities for partnerships
- Represent Vela on industry panels and bodies such as regional and national regulators

Knowledge, Skills & Experience Required

- Degree educated or equivalent experience
- 3 to 5 years in a product management role within Financial Services
- Proven track record of successfully driving revenue growth
- Experience of front-office trading technology and systems
- Understanding of trading and market data workflows and protocols
- Strong technical background and understand of key, relevant technologies
- Self-motivated individual capable of working on own initiative
- Ability to build direct, senior client relationships
- Strong presentation and communications skills
- Excellent problem-solving skills

Further Information

For more details on our organization, please visit our website: [TradeVela.com](https://www.TradeVela.com)

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Vela Trading Systems is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, or protected veteran status and will not be discriminated against on the basis of disability.