

Investment Platform > Product Sourcing	
Title	Liaise with third-party product providers to customize products to client's needs
Code	106815L5
Range	Coordinating with external vendors to provide customized products. This applies to different kinds of investment products for private banking clients.
Level	5
Credit	4 (for reference only)
Competency	<p>Performance Requirements</p> <ol style="list-style-type: none"> 1. Possess knowledge related to product development in private banking <p>Be able to:</p> <ul style="list-style-type: none"> • Demonstrate professional knowledge in different types of investment products for customizing the products according to client's needs • Demonstrate professional knowledge in investment and finance in order to ensure risk-adjusted return of the products can meet the bank's objectives • Evaluate the economic and market developments in order to capture the market opportunities and increase return of portfolio 2. Develop customized products to address client's needs <p>Be able to:</p> <ul style="list-style-type: none"> • Communicate with vendors regarding the financial needs and investment objectives (e.g. return maximization, risk diversification) of clients • Discuss with vendors in selecting the investment vehicles / underlying financial assets and structuring architecture of the product solutions in order to address client's needs • Calculate all the associated costs and develop pricing of the products • Provide advice on product delivery, liaise with relevant experts to define the high-level system requirements • Manage the schedules and deliverables for the development of investment products • Develop the profit-sharing model 3. Ensure suitability of products developed <p>Be able to:</p> <ul style="list-style-type: none"> • Explain to clients to confirm their requirements and manage their expectations on returns • Evaluate the products to ensure reasonable risk and return tradeoffs and suitability to target clients • Ensure the products are in compliance with applicable regulatory requirements and the bank's internal policies • Conduct stress-testing and modeling to test the performance of the products • Develop outsourcing agreement and services level agreement
Assessment Criteria	<p>The integral outcome requirements of this UoC are:</p> <ul style="list-style-type: none"> • Development of customized financial products with clear specifications in the architecture, delivery processes, pricing, risk exposure, etc. These should be based on analysis on the client's requirements, market developments, regulatory requirements, etc.
Remark	