

## Team Lead, Monetization Products & Initiatives – Nigeria

[Apply Now](#)

Company: Antal International

Location: Nigeria

Category: other-general

Job Description

**Job Title:** Team Lead, Monetization Products & Initiatives - Nigeria

**Industry** Banking

**Location** Nigeria

**Salary** Competitive Salary Package + Benefits

### **Job Purpose(s)**

Implement Data and Monetization Strategy to achieve the Strategic objective and related outcomes

Manage and orchestrate the delivery of data products, services/ initiatives to generate revenue and support relevant stakeholders

### **Responsibilities**

Develop, implement, monitor & evaluate Data Products, Service and Initiatives that provide sizeable financial benefits to the organization

Leverage customer and market information to proactively identify and assess new monetization opportunities to create customer value and profitably grow the business

Provide input into and implement monetization and product strategy

Deliver compelling customer/market insights based on research to inform Data strategy, define and inform data products, and drive performance improvement

Provide input with regards to market and competitive trends that are impacting Data Products customers and those that are seen as opportunities for monetization Independent development and continuous evaluation of statistical/ machine learning models and tools, including; response, next best product, attrition, profitability, customer value, price elasticity, pay-down, financial forecasts, channel optimization etc.

Constant monitoring of competitors across all sectors in the market

Over-seeing the successful end-to-end delivery of insight/data led initiatives into monetization opportunities

Develop targeted product offerings or marketing campaigns based on customer profiles

Develop customer journeys across the various touch points and identify improvement areas

Provide information to sales and marketing teams to assist in the promotion of the Bank's Data products and Services

Oversee the planning, design, and implementation of qualitative and quantitative Data Product & Services research initiatives

Lead the identification, development, and alignment of Market Research best practices and processes

Manage market research budget and all expense management activities through effective planning, monitoring, and forecasting

Responsible for developing and mentoring direct reports and leading team to achieving defined goals

Responsible for organizing team training and Development

Closely manage outside consultant and research vendor spending and builds internal capabilities as appropriate, to ensure the greatest value / highest leverage for research investment

Design internal product flier to engender and sustain product knowledge amongst staff

Organize Data products planning and execution throughout the Product Lifecycle, including:

information gathering, prioritizing product and customer requirements, defining the product vision, and working closely with all stakeholders to ensure revenue and customer satisfaction goals are met

Preparation of Unit's budget and dependencies/assumptions with current market realities, working with the Unit Head within specified time-frame for management's review/approval to provide focus of the financial year

Develop the Bank's data products guidelines for adoption and activity throughout their lifecycles from planning to implementation, deployment, sales, monitoring and product support in line with the Bank's strategic objectives

Define and manage vehicles for collecting customer feedback, including Customer Advisory Boards and focus groups

Gather data on new product ideas and evaluate them for financial and market potential

Define product specifications using high-level wireframes, flow diagrams and clear and consistent user stories with any acceptance criteria or supporting documentation supplied

Play a lead role in the product lifecycle by breaking down product requirements into user stories, participating in development sprints and taking the product/project to market launch

Lead the cross-functional product team – consisting of Data Scientists, Product Developers, Marketing, Pre-Sales, Customer Services and Technical Services to ensure whole-product readiness

Work closely with the Enterprise Analytics team to gather insights from customers' use of Data and other of the Bank's products

## **Job Requirements**

### **Education**

Minimum of a first degree or its equivalent in a business /IT related discipline

Post graduate degree in quant disciplines an added advantage.

### **Experience**

Proven experience in working with data, strong data analysis and interpretation, preferably

within an Insight Function.

3 – 5 years analysis role utilizing statistical analysis to drive business growth within proven returns.

### **Key Competences Requirements**

#### **Knowledge**

Good understanding of financial market industry

Relationship management

Good understanding of analytical methodologies

Data interpretation and adaptation

Communication development and execution

#### **Skill/Competencies**

Product Development

Stakeholder Management

Data Gathering and Analysis

Advanced analytical problem solving skills

Communication/Presentation skills

Business/Operational Strategy

Customer centricity – solution, service and relationship

### **Check Your Resume for Match**

Upload your resume and our tool will compare it to the requirements for this job like recruiters do.

[Apply Now](#)

## Cross References and Citations:

1. Team Lead, Monetization Products & Initiatives – Nigeria [Iraqjobs Jobs Nigeria Iraqjobs ↗](#)
2. Team Lead, Monetization Products & Initiatives – Nigeria [Iraqjobs Jobs Nigeria Iraqjobs ↗](#)
3. Team Lead, Monetization Products & Initiatives – Nigeria [Birminghamjobs Jobs Nigeria Birminghamjobs ↗](#)
4. Team Lead, Monetization Products & Initiatives – Nigeria [Findremotejobs Jobs Nigeria Findremotejobs ↗](#)
5. Team Lead, Monetization Products & Initiatives – Nigeria [Birminghamjobs Jobs Nigeria Birminghamjobs ↗](#)
6. Team Lead, Monetization Products & Initiatives – Nigeria [Indiajobscentral Jobs Nigeria Indiajobscentral ↗](#)
7. Team Lead, Monetization Products & Initiatives – Nigeria [Searchukjobs Jobs Nigeria Searchukjobs ↗](#)
8. Team Lead, Monetization Products & Initiatives – Nigeria [MoroccojobsJobs Nigeria Moroccojobs↗](#)
9. Team Lead, Monetization Products & Initiatives – Nigeria [Architecturejobs Jobs Nigeria Architecturejobs ↗](#)
10. Team Lead, Monetization Products & Initiatives – Nigeria [Dairyjobs Jobs Nigeria Dairyjobs ↗](#)
11. Team Lead, Monetization Products & Initiatives – Nigeria [Romejobs Jobs Nigeria Romejobs ↗](#)
12. Team Lead, Monetization Products & Initiatives – Nigeria [Unitedkingdomjobs Jobs Nigeria Unitedkingdomjobs ↗](#)
13. Team Lead, Monetization Products & Initiatives – Nigeria [Insurancejobs Jobs Nigeria Insurancejobs ↗](#)
14. Team Lead, Monetization Products & Initiatives – Nigeria [UltimatejobfinderJobs Nigeria Ultimatejobfinder↗](#)
15. Team Lead, Monetization Products & Initiatives – Nigeria [RomaniajobsJobs Nigeria Romaniajobs↗](#)
16. Team Lead, Monetization Products & Initiatives – Nigeria [AustinjobsJobs Nigeria](#)

**Austinjobs** ↗

**17. Team Lead, Monetization Products & Initiatives – Nigeria Javascriptjobs Jobs**

**Nigeria Javascriptjobs** ↗

**18. Team Lead, Monetization Products & Initiatives – Nigeria JobsinaustraliaJobs**

**Nigeria Jobsinaustralia** ↗

**19. Team lead, monetization products & initiatives – nigeria Jobs Nigeria** ↗

**20. AMP Version of Team lead, monetization products & initiatives – nigeria** ↗

**21. Team lead, monetization products & initiatives – nigeria Nigeria Jobs** ↗

**22. Team lead, monetization products & initiatives – nigeria Jobs Nigeria** ↗

**23. Team lead, monetization products & initiatives – nigeria Job Search** ↗

**24. Team lead, monetization products & initiatives – nigeria Search** ↗

**25. Team lead, monetization products & initiatives – nigeria Find Jobs** ↗

Source: <https://ng.expertini.com/jobs/job/team-lead-monetization-products-initiatives-n-nigeria-antal-international-222e0654df/>

Generated on: 2024-05-03 by Expertini.Com