

**Employer:** IMTC

**Title:** Product Manager (Full-Time)

**Location:** Hybrid, Preference for East Coast US.

## The Company

IMTC is a NYC-based, venture-backed FinTech company, creating innovative technology solutions for fixed income professionals. IMTC's first-of-its-kind, cloud-based platform enables users to leverage a highly dynamic optimization engine along with a suite of automation tools to manage bond portfolios for retail and institutional clients. The combination of intuitive interfaces and purpose-built tools helps streamline time-intensive workflows so our clients can focus on high value work.

IMTC brings long awaited change to fixed income workflows. The platform enables customization on a massive scale allowing firms to grow their businesses and launch new products. By automating manual processes and optimizing decision-making, IMTC helps clients achieve faster, more accurate, and more compliant investment decisions across portfolios, simultaneously.

IMTC delivers end-to-end functionality, including portfolio construction, order management, analytics, reporting, compliance, risk management, and live pricing. With managed data services and an extensive network of integrations, IMTC ensures seamless connectivity by aggregating and centralizing data from a wide range of industry providers. Recognized for innovation and technology, IMTC stands as the only cloud-native tool dedicated to fixed income, providing flexibility, compliance, and comprehensive coverage across taxable and non-taxable markets.

The IMTC team combines fixed income industry expertise with experienced software developers to provide next-generation technology, delivering long-overdue automation and scale to fixed income teams. Today, IMTC proudly serves some of the country's top asset managers, Trust companies, RIAs, Broker-Dealers and ETF managers.

## The Opportunity

Following a successful Series A fundraise in 2024, IMTC is looking for an ambitious self-starter to play a key role in the growth of our rapidly expanding company. This is a rare opportunity to join a dynamic, forward-thinking team and make a meaningful impact as we revolutionize fixed income portfolio and order management.

The Product Manager will act as a bridge between our software developers and client success personnel to drive the delivery of an exceptional experience on the IMTC platform. This role is pivotal in shaping how clients interact with, and derive value from, the platform. The ideal candidate should be highly motivated, adaptable, and able to thrive in a demanding professional setting. Given IMTC's current stage of development, this individual will have the chance to evolve alongside the company and help shape the future of the product roadmap to ensure IMTC solidifies its position as the market leader in fixed income

technology. This candidate must possess extensive experience in fixed income and have a well-rounded understanding of relevant client workflows and the competitive landscape. This is a hybrid role that would require quarterly trips to the NYC offices.

## Responsibilities

Client-centered product strategy:

- Partner with clients and internal stakeholders to deeply understand the portfolio management and trading workflows, as well as the relevant start of day, intraday, and end of day integration points.
- Translate insights in these areas into actionable product enhancements that align with client goals and IMTC's business objectives.

Cross-functional collaboration:

- Serve as the central point of coordination among the software development, implementation, and client success teams to ensure a seamless product lifecycle.
- Work closely with the implementation team during new client onboarding and with the CS team to address ongoing client feedback and platform improvements.

DevOps management:

- Develop, manage and enhance user stories, acceptance criteria, and feature requirements.
- Monitor the progress and delivery of these stories, maintaining clear and consistent communication with developers and client-facing teams to ensure alignment of expectations and project timelines.

Trading and execution:

- Expand upon the platform's trading and execution functionalities, ensuring that workflows are efficient and scalable.
- Proactively identify and resolve gaps in execution processes in partnership with clients and internal stakeholders.

Establish robust product management protocols:

- Establish and refine product management processes, documentation standards, and release protocols.
- Ensure that product delivery aligns with the company's growth strategy and client requirements.
- Develop product roadmap in coordination with other stakeholders while providing over-arching guidance on prioritization and client needs.

Client engagement:

- Act as a client-facing representative of the Product team when needed, gathering feedback, addressing escalations, demonstrating functionality, and ensuring that client concerns are integrated into the product roadmap.

Data-driven decision making:

- Leverage data and analytics to evaluate the performance of product features and identify opportunities for optimization, ensuring the platform continuously evolves to meet market demands.



Innovation and ecosystem alignment:

- Stay informed about trends in fixed income technology to ensure that IMTC's platform remains innovative, competitive, and aligned with industry needs.

## Qualifications

- Experience
  - 7+ years of experience in fixed income or fixed income technology, with a focus on portfolio management or trading.
  - Strong understanding of financial markets, particularly the bond market, fixed income analytics, and risk characteristics.
- Product Management
  - Proven experience in product management, including coordinating effectively with software development teams.
  - Skilled in writing detailed tickets and user stories tailored to a technical audience.
- Technical Skills:
  - Basic knowledge of software development processes.
  - Proficiency in Microsoft Excel and familiarity with established portfolio management platforms.
  - Experience with tools like Salesforce, Microsoft DevOps, or Jira is a plus.
- Communication and Interpersonal Skills
  - Exceptional verbal and written communication skills with keen attention to detail.
  - Strong ability to build rapport and collaborate with diverse stakeholders.
- Attributes
  - Enthusiastic, persistent, and resilient, with a positive and proactive attitude.
  - Thrives in a dynamic, fast-paced start-up environment.
- Eligibility
  - Authorization to work in the United States without sponsorship

## What we offer

- Hands-on experience at a fast-growing company with a collaborative and team-oriented culture
- Opportunity to assist in the development of next generation software
- Chance to contribute meaningfully at a pivotal moment in the company's growth
- Competitive compensation and benefits

**To apply, please send your resume to [careers@IMTC.com](mailto:careers@IMTC.com).**

*IMTC is committed to ensuring equal employment opportunities for all employees, including qualified employment applicants. The company strives to maintain an environment free of discrimination based on race, color, religion, gender, national origin, ancestry, age, disability, genetic information, military or veteran status, marital status, sexual orientation, citizenship, or any other protected category or characteristics as defined by federal, state or local laws. This equal employment opportunity policy applies to all employment practices, including but not limited to recruiting, hiring, advertising, promotion, transfer, reductions in force, social and recreational programs, training, employee development, compensation and fringe benefits, discipline, and termination.*

