CHIEF DEVELOPMENT OFFICER CV

FINANCIAL SERVICES | STRATEGY | TRANSFORMATION

Sample — Heather Russell Writing | heatherrussellwriting.com

EXECUTIVE SUMMARY

Chief development officer with nearly three decades in financial services across pensions, insurance, banking, wealth management, investment and mortgage lending. Executive experience spans strategy, products, business development, technology and organisational change, including governance of a major core-system transformation and product work that helped more than double a life-insurance business's market share. International experience includes rolling out a group wealth-management concept across several countries, and sustained top performance across a regional branch network.

CORE EXPERTISE

- Executive leadership
- Corporate strategy
- Business development
- Product management
- Technology transformation
- Core-system transformation
- Programme governance
- Agile and SAFe
- Pensions and insurance
- Wealth management
- Mortgage lending
- Stakeholder management

PROFESSIONAL EXPERIENCE

Chief Development Officer

A pensions business within a major banking group | Current

- Serves on the executive management team, contributing to priorities across products, business direction and execution.
- Oversees pension products and translates strategy into concrete business-development initiatives.
- Holds application ownership, connecting business requirements with supporting technology.

Development Director

A listed insurance group

- Chaired the steering committee for one of the country's largest technical transformations of its time.
- Held overall responsibility for replacing the core system and surrounding systems in a large multi-year programme.
- Directed products and features that helped more than double the life business's market share.

Head of Competence Centre, Life Business Development

A listed insurance group

- Led an internal consultancy and centre of excellence for project management and business development.
- Introduced an Agile and SAFe framework in the life business.

Head of Wealth Management Concepts, Projects and Implementation

The asset-management arm of a major bank

- Developed and documented the group's wealth-management concept, advisory process and competency profiles.
- Implemented the concept across several countries through cross-border programmes.

Senior Vice President
A leading mortgage lender

- Led business development, communications, marketing and sales across corporate and private markets.
- Launched a new mortgage product that reshaped the national mortgage market, with recognised marketing excellence.

Investment and Business Responsibility
A major bank

- Held investment and profitability responsibility across half of a regional branch network, ranking first for three consecutive years.
- Introduced the bank's investment concept at a partner bank abroad during a short assignment.

Earlier banking career
A major bank

- Roles from bank advisor and temporary branch director to dealing-room trainee and merger consultant, including branch consolidation and IT conversion after a large bank merger.

EDUCATION AND DEVELOPMENT

- Executive programmes in strategic decision-making, advanced development and international housing finance at leading international business schools.
- Management and accounting studies at a national business school.
- Professional banking qualifications.

LANGUAGES

Native speaker; English (proficient, C2); a further European language (advanced, C1).