



### **About the Company:**

Eton Solutions is a hypergrowth fintech transforming the Family Office segment of the Wealth Management industry. Eton's AtlasFive® is a comprehensive enterprise management platform specifically designed to allow today's modern Family Office meet the unique and varied challenges of Ultra High Net Worth families.

For More details visit: <https://eton-solutions.com/>

### **Job Summary:**

We are seeking a detail-oriented and results-driven **Business Analyst** to help define and develop innovative financial services products. With a strong background in **accounting** and an in-depth understanding of **complex financial services applications** and **data models**, you will bridge the gap between business needs and technical implementation. This role requires capturing and refining detailed specifications from diverse internal and external stakeholders and collaborating closely with engineering teams to deliver high-quality, impactful solutions. The ideal candidate is a highly organized, strategic thinker with exceptional communication skills and the ability to make data-driven decisions and take calculated risks, confidently advocating for their vision with senior leadership.

### **Key Responsibilities:**

#### **1. Product Definition and Strategy**

- Define and articulate the **product vision, roadmap**, and priorities to align with organizational goals and market needs.
- Leverage your **accounting expertise** to inform product requirements, ensuring solutions meet the specific needs of financial services clients.
- Identify opportunities for innovation and growth by analyzing market trends, customer feedback, and competitive insights.

#### **2. Stakeholder Collaboration and Requirement Gathering**

- Engage with internal teams (accounting, compliance, operations) and external stakeholders (clients, regulators) to gather and refine **detailed product requirements**.

- Translate business needs into comprehensive, actionable specifications that engineering teams can easily implement.
- Serve as the primary liaison between stakeholders and the development team, ensuring clear communication and alignment throughout the product lifecycle.

### **3. Development Collaboration and Delivery**

- Work closely with engineering teams to ensure the successful delivery of complex features and enhancements based on developed specifications.
- Participate actively in sprint planning, backlog grooming, and review sessions, ensuring engineering efforts align with product goals and timelines.
- Monitor development progress, resolve roadblocks, and adapt requirements as needed to meet business objectives and technical constraints.

### **4. Data Models and Financial Services Expertise**

- Use your deep knowledge of **financial services data models** and workflows to guide the design of scalable, robust solutions that comply with industry standards and regulatory requirements.
- Ensure product solutions effectively support complex financial processes, such as reconciliation, compliance reporting, and financial analysis.

### **5. Decision-Making and Communication**

- Use data-driven insights and sound judgment to take **calculated risks** in defining product direction and features.
- Present and defend key decisions, priorities, and trade-offs to senior management and stakeholders, ensuring alignment with overall business strategy.
- Communicate product updates, progress, and outcomes effectively to a wide range of audiences, from executives to technical teams.

### **6. Process Improvement and Leadership**

- Continuously evaluate and improve product development processes to enhance efficiency and alignment between teams.
- Act as a mentor and leader within the product management team, setting a high standard for collaboration, communication, and execution.

### **Qualifications:**

#### **Education:**

- Bachelor's degree in **CFA, ACCA, Business Administration**, or a related field.
- Demonstrated expertise in **accounting principles**, financial systems, and **financial data models**.
- Proven track record of delivering complex software solutions in collaboration with cross-functional teams.

#### **Technical Skills:**

- Strong understanding of **financial services applications** and workflows, including compliance, reconciliation, and reporting.
- Familiarity with **data modeling** and the ability to work effectively with engineering teams on data-intensive projects.
- Proficiency in tools such as JIRA, Confluence, or other Agile product management tools.

#### **Soft Skills:**

- **Communication:** Excellent verbal and written communication skills, with the ability to distill complex concepts into clear, actionable insights.
- **Organization:** Strong organizational skills, with the ability to manage competing priorities and complex projects effectively.
- **Decision-Making:** Ability to take calculated risks, make tough trade-offs, and advocate for decisions confidently with senior stakeholders.
- **Collaboration:** Demonstrated success working with diverse teams and fostering strong relationships across business and technical functions.

- **Problem-Solving:** Strategic and analytical mindset with the ability to think critically and solve complex problems.

**Preferred Qualifications:**

- Experience with financial reconciliation, compliance reporting, or similar financial workflows.
- Exposure to modern development practices and Agile methodologies.
- Knowledge of SQL, financial services platforms, or data visualization tools is a plus.