



Position overview

Leadership level

Leading self

Business unit

Wealth Management & Banking

Reports to manager job title

Rotation Leader
Senior Manager – Early Careers (Program Manager)

Division

Wealth Management & Banking

Number of direct reports

0

Location of role

Sydney-Quay Quarter Tower, 50 Bridge Street

Key relationships

Rotation Leader, Team & Stakeholders
Graduate Champions & Program Manager
Graduate Cohort & Buddies

Financial accountabilities

NA but maintain a commercial mindset

Description of division and business unit

The AMP Financial Services graduate stream spans the breadth of AMP's retail wealth management and banking businesses which provides customers in Australia and New Zealand with:

- Financial planning and advice
- Superannuation, retirement income and other investment products for individuals
- Superannuation services for businesses and employer-sponsored schemes
- Retail banking products

Purpose of the role

The purpose of the AMP Financial Services program is to provide graduates with a holistic understanding of the wealth management and retail banking industry.

Graduates complete rotations within a broad range of areas across the business with opportunities to gain experience in product design and development, strategy, customer insight and analytics and digital.

Rotations offered

The Financial Services Graduate Program is a two-year rotational program which incorporates four, six-month rotations. The rotations offered could include but are not limited to the following areas of the business:

Superannuation, Retirement and Investment Platform Product: accountable for managing and building AMP's superannuation, retirement and investment products. You will be involved in product strategy and pricing, competitor analysis and insights, product development, adviser, employer and member engagement.

Advice: our business-to-businesses (B2B) are AMP Financial Planning, Charter Financial Planning, Hillcross Financial Services and Jigsaw Support Services who provide self-employed business owners with a range of services and support enabling them to provide advice to their clients. You will be involved in a range of strategic, business management and project initiatives and learn the fundamentals of how advice businesses operate in a complex regulatory environment.

Bank: AMP Bank provides banking solutions to help deliver the personal goals customer by offering residential mortgages, deposits, and transaction banking products. Graduates will gain broad skills by working on the management of products, pricing and the bank's customer experience by interacting with product, operations, credit, distribution, contact centres, analytics and customer segments teams.

Client experience and strategy: uses customer insights and data to understand customer needs and develops offers to address those needs and then facilitate the delivery of these to market.

Marketing & Digital: works cross-functionally across all business units to plan, design and deliver compelling solutions, offers and experiences, with a focus on driving business growth and engagement. The team is responsible for the AMP Brand strategy, marketing campaigns (owned and paid), engagement activity, creative development, events, data analysis and insights, and digital experiences (such as AMP.com.au). Graduates will have the opportunity to work on a wide range of projects and initiatives touching end customers, advisers, brokers and employers.

Product Research: The team is responsible for monitoring the Approved Product List for our AMP-aligned financial adviser network. The team construct model investment portfolio solutions for advisers, engage with AMP Capital to discuss platform investment menus and research insurance and investment products across all asset classes. They also support advisers by answering general, product and fund-specific queries.

Product Operations: Product Operations is a key part of delivering an outstanding customer experience for AMP customers across financial services products. Graduates will work with teams across the business to understand our products, conduct analysis and reporting to review product processes and identify opportunities for improvements, assess the impacts of projects to operations and work with senior business leaders to influence change and imbed improvements.

Qualifications required

Bachelor degree-There are no limitations as to what degrees can apply to this stream. AMP welcomes candidates from all disciplines. Typical degrees may include (but not be limited to) Commerce / Business majors in Finance, Accounting, Law, Marketing, Management, Economics, Law, International Studies, Data Analytics / Data Science

Meet Our Graduates

Ben-2023 Financial Services Graduate

After finishing my bachelor's degree, I knew I enjoyed a hybrid between finance and technology, however, I wasn't aware what this entailed in the corporate world. That's why the AMP graduate program appealed to me.

The rotation-based system that the program follows allows us to gain experience and insights into several different business areas. What is also exciting is that the flexibility enables me to decide what I want to get out of this program.

For example, I was interested in developing my technical skills and thus, I can aim for technical rotations. Looking even deeper, the rotational managers have been super welcoming, and have allowed me to try multiple whatever area in my team that is of interest.

The rotational nature, combined with the programs focus on our professional development through insight sessions, development days and networking events have forged an overall awesome experience.



Lana-2022 Financial Services Graduate

One of the most appealing aspects of AMP's graduate program for me was the diverse nature of rotations. Coming from a Commerce/Science background, the potential career paths are incredibly broad but AMP's rotation offers across different business sectors of Super, Bank, Advice and Wealth Management have already pushed me to further clarify my future career.

The people, culture and community at AMP whether that be other graduates or stakeholders, have all created such a welcoming environment which has pushed me to challenge myself and not only professionally but personally grow. I have already gained such enriching knowledge from just one rotation and I know that the support graduates receive from AMP is truly phenomenal and I look forward to continuously expanding my skillset.

Ivan-2021 Financial Services Graduate Current role-Assistant Product Manager

In a nutshell, my experience at AMP in the Financial Services stream has been awesome. I was attracted to this stream due to its broad rotation offering, which enables one to travel across the value chain and gain a diverse understanding across AMPA and the broader financial system.

To this end, I have found that everyone I have met has been incredibly willing to share knowledge and to offer opportunities to contribute on a broad range of projects. I continually have the chance to learn how the different business areas fit together in terms of operations and value to our clients and broader society.

Most importantly for me, I have had opportunity right from the start to own my role, hold a stake in the projects I contribute to, and tangibly increase both my technical and soft skill set. The people I work with, the learning opportunities, and the actual work itself, have made my time at AMP an illuminating experience so far.





Olivia-2017 Financial Services Graduate

Current role-Product Manager-Managed Portfolios

The Financial Services stream of the AMP Graduate program offers a breadth of rotation opportunities across the different business units in the company and has helped provide me with the context to understand not only AMP but also the broader financial services industry.

Each rotation itself provides a unique opportunity to learn the technical skills required for that business area and to gain an understanding of how that individual team contributes to AMP's value chain. I found that rotation managers were keen to ensure I was given meaningful work to help develop my skills and get the most out of my time in the team. Aside from the work you complete throughout each rotation, there are also many opportunities available to the graduate cohort such as professional development days, volunteering opportunities and an intensive graduate led business proposal project.

These opportunities will help stretch you so that you can learn more about yourself and collaborate with a peer led group. Although you'll be out of your comfort zone, I found the AMP Graduate program to be a supportive environment designed to foster your success and growth. You'll also have access to a diverse community of graduates as well as plenty of mentors all at different stages in their career that can help shed some light on your experiences and guide your future.

AMP Purpose & Values

Our purpose

Our purpose - **helping people create their tomorrow** – guides our actions and decisions.

- For our **customers** this means giving them the confidence to take control of their finances and achieve their goals.
- For our **partners** this means working together to meet the needs of customers.
- For our **shareholders** this means delivering sustainable financial performance and returns.
- For our **employees** this creates meaningful opportunities to contribute and deliver positive outcomes.
- For our **communities** this means improving financial equality through our community partners, grants programs and volunteering.
- For **all our stakeholders** it is about delivering value and impact and reporting meaningfully on our progress.

Our Values

- **Put customers first:** we are here for our end customers. Their experience and outcomes matter to us. We consider customers in all our decisions and make it as simple as possible for them to take control and achieve their goals.
- **Own it:** accountability starts and stops with all of us. We hold ourselves and each other accountable, honour our commitments, move quickly to execution, and deliver results.
- **Be brave:** courage empowers us to have a go and chase after our priorities. We speak up, think big and try new ways of doing things. If something isn't working, we fail fast, adapt, and learn.
- **Play as one team:** when we play as one team, we achieve more. We break down silos and come together quickly to solve problems and kick goals, playing to our strengths, and sharing our wins and losses.
- **Do the right thing:** doing the right thing matters, even when no one is looking. We are respectful, act with integrity, and deliver on our promises. This is how we earn trust.

Inclusion and diversity

AMP welcomes people with all kinds of life and work experiences. Our individual differences – and collective strength – make for great employee, customer, and business outcomes. What unique insights could you bring to the AMP team?