



Anil Sakhrani

Professional Experience: 25+ years

Since June 2021:

Chief Executive Officer

The Greater Bombay Co-Op Bank Ltd.

Sept 2017 – May 2021:

EVP & National Business Head- SME / MSME Lending

AU Small Finance Bank Ltd

Jan 2017 – May 2017:

Head – Outreach Banking

Equitas Small Finance Bank Ltd.

June 2012 – Dec 2016:

EVP & National Head – Retail Lending

YES Bank Ltd

Past Experience:

FedBank Financial Services Ltd., HDFC Bank Ltd., ABN AMRO Bank, Standard Chartered Bank, ICICI Bank Ltd., Hindustan Unilever Ltd., Matrix Paging Ltd.

Key Deliverables

- Handling and leading end-to-end banking functions
- Effective management of critical stakeholders, i.e., customers, regulators, shareholders, Board members and staff unions, for smooth functioning of banks
- Maintaining key metrics of CRAR, GNPA, NNPA, Cost to Income, and ROA/ROCE for banks
- **Credit & funds management:** Conceptualising and implementing credit programs and overseeing Treasury functions for yield management
- **Digital:** Visioning digital footprint of bank and charting course for smooth transition for customer engagement and efficiency
- **Marketing:** Lead generation, content & e-mail marketing, integrated marketing channels, business unit-wise strategy planning

Skill-set competency & Expertise

- **Functional Domain:** Business development, start up & scale up of verticals, debt management, credit underwriting, policy formulation, balance sheet management
- **Technical Skillset:** Central Bank (Reserve Bank Of India) & Registrar of Co-Op Societies-related compliance management, managing board related matters, handling industrial relationship with union & labour board

Languages Known

- English
- Hindi
- Sindhi
- Gujarati
- Marathi
- Konkani

Education

Bachelor of Commerce

K J Somaiya College, Mumbai University

Memberships

Indian Banker's Association's Committee for Social Banking | 2021-22



Ankit Shrivastava

Professional Experience : 13+ years

Since February 2020:
Regional Sales Manager
Teignbridge Propellers India Pvt Ltd

August 2016 – January 2020:
Sales Manager
PPG Asian Paints Pvt Ltd

April 2015 – July 2016:
Asst. General Manager
A. S. Moloobhoy Pvt Ltd

April 2011 – March 2015
Business Development Manager
Reintjes Middle East LLC.

June 2008 – March 2011
Dy. Manager- Sales
GMMCO Ltd

Education

B.E – Mechanical Engineering
Technocrats Institute of Technology, Bhopal
(RGPV University).

Key Projects & Deliverables

- Handled Sales of Marine Equipment including Marine Propellers, Gearbox, Marine Propulsion Engine and DG sets, Marine Navigation & Communication Equipment and Marine Paints to the Shipbuilding and Shipping Industry in India, Bangladesh, Srilanka and Maldives region.
- Worked with Indian Navy, Indian Coast Guard, Defense PSU Shipyards, Shipping Corporation of India, ONGC, Dredging Corporation of India and various Port Agencies.
- Having In-depth Experience in Tenders participation, Project Management, Negotiation, Planning and Customer Handling.
- Expertise in handling Payment through Letter of Credit, New Customer Acquisition and Channel Expansion.

Skill-set competency & Expertise

- **Functional Domain** – B2B Sales, Business Development, New Customer Acquisition, Project Management, Negotiation, E-tendering and Vendor Management.
- **Technical Skill-Set** – Marine Propulsion Systems including Engine, Gearbox and Propellers & Stern gear, Marine Navigation and Communication systems, Marine Paints, AutoCAD and MS Office.

Languages Known

- English
- Hindi
- Punjabi

Certifications

- Professional Selling Skills in Oct 2016
- Nace-1 in Aug 2017
- Management Development Centre in 2018
- AutoCAD



Anshul Khare

17 years of professional experience

Since July 2014:

Co-Founder Inertia Wealth Creators,
SEBI registered investment advisor.

Jan 2010 – Jul: 2014

Module Leader
Wipro Technologies

Oct 2005 – Dec 2009:

Team Leader,
Syntel India Ltd

Education

B.E – Computer Science & Technology.

R.G.P.V Bhopal

Diploma in Investment Management from

ICFAI Tripura

Key Projects & Deliverables

- Inertia wealth creators manages assets close to 25 Cr for over 75 clients.
- Co-founders hold accountability for business management, strategic planning, business development and its expansion.
- Leadership development and team mentoring
- Designing and leading investor education programs and workshops.
- Volunteered as/in
 - VP and President of Toastmasters club in Pune.
 - Organising committee of LSOMs by Pune running, Viman Nagar group.
 - Introduction Leader with Landmark Education, and coach in several programs conducted by Landmark.

Skill-set competency & Expertise

- Strategic advisor, thought leader, investment planner, insightful, risk – taker, social venture/volunteer enthusiast
- Programming Skills : VBA, Power-BUILDER, HPS, Mainframe,PHP.
- Domain expertise : Fixed income and equity trading and settlement, Healthcare insurance, Mortgage Backed securities.
- Project Management, Business development, strategic planning, operational management.

Languages proficiency

- English
- Hindi

Certifications

- NISM Investment adviser Level 1
- NISM Investment adviser Level 2
- NISM Equity derivatives



Aritra Datta

Professional Experience : 9+ years

Since October 2014:

Product Manager

Tata Consultancy Services (USA & India)

Jan 2014 - Sep 2014:

Business Analyst

International System Technology Inc (USA)

Nov 2011 – Jan 2014:

Supply Chain Planning & Optimization

Embtel Solutions Inc (USA)

Education

B. Tech – Electronics &

Communication Engineering

West Bengal University of Technology

MS – Industrial Engineering

Louisiana State University (USA)

MS – Software Engineering

Stratford University (USA)

Key Projects & Deliverables

- Spent most of the work tenure in the USA, primarily handling clients and finding solutions or opportunities to develop business
- Responsible for product development, implementation and migration projects
- Proficient in Project Management, Planning, Team building.
- **Proposals management** : In the area of Digital, API technology and Automation for BFSI domain.
- **Marketing** : Lead Generation, Content writing, Business Unit Strategy planning.

Skill-set competency & Expertise

- **Functional Domain** – Business Development, Project Management, Competitive Bidding Solutions.
- **Technical Skill-Set** – Java programming, API Development & Management platform, Python programming & Automation, Web Analytics Tools, Unix, Machine Learning enthusiast.

Languages Known

- English
- Hindi
- Bengali

Certifications

- Technologies – ML, Python, SAP Hana
- Functional – SEO, AWS Cloud Economics, PMI – competitive market analysis

Research Paper

Effect of Interfaces - https://digitalcommons.lsu.edu/gradschool_theses/1756/



Aruj Mishra

Professional Experience : 14+ years

Since March 2016:

Planning Manager, Bestseller Retail India Ltd

Sep 2014 – Feb 2016:

Business Analyst, Bestseller A/S , Denmark

Aug 2012 - Aug 2014:

Merchandise Planner, Bestseller A/S, Denmark

Aug 2010 – Jun 2012:

Asst. Manager, Madura Fashion & Lifestyle

Dec 2008 – Mar 2010:

Planner, Landmark Group Dubai

Jan 2007 – Nov 2008:

Assistant Merchandiser, Shoppers Stop Ltd

Education

1. **PGP in Data Science & Business Analytics- University of Texas at Austin**

2. **Masters in Fashion Management– NIFT Hyderabad**

3. **BA Economics (Hons), Delhi University**

Key Deliverables

- **Business Analysis:** Sales & Stock analysis, benchmarking of stores across retail verticals. Analysis of relevant KPI across business & making action plans
- **Financial Analysis:** Season budget planning & handover of plans to relevant teams for execution. Cash flow management, ensuring inward of goods from different goods at warehouse is as per the agreed plan
- **Retail Planning:** Creating Option plans for seasonal buys. Tracking execution of plans on a weekly basis
- **Accomplishments:** Nominated as business lead for the CEO's Innovation cell which is collaborating with IBM to identify new and emerging technology & adapting them for implementation
- Designed new Open to Buy (OTB) budgeting format which resulted in buying process to be more dynamic and reduction in option count & quantity

Skill-set competency & Expertise

- **Functional Domain –** Retail Analytics & Planning. Business operation & Sales
- **Technical Skill-Set –**MS Office, Power Bi

Languages Known

- English
- Hindi



Ashish Parik

Professional Experience : 9 years

Since July 2019:

Manager Branch Head
IDBI Bank Ltd

Jan 2017 – July 2019:

Asst. Manager Branch Head
IDBI Bank Ltd

May 2013 - Jan 2017:

Asst Manager Branch Banking
IDBI Bank Ltd

Education

B.E – Computer Science & Engineering

Rajiv Gandhi Pradyogiki
Vishwavidyalaya Bhopal

PGPMX MBA Degree Programme
IIM Indore (2020-2022 Batch2)

Key Roles & Deliverables

- **Branch Head** : Responsible for Business growth of Branch unit under supervision. Management and maintenance of Asset and liability Relationship, NPA Recovery and Management, Role allocation among branch team and Monitoring, On time reporting to Higher office.
- **Service and Operation Manager** : Internal operational management of Branch unit, Controlling Branch Overhead expenses, Ensuring hassle free and smooth customer services, Managing all time adequate cash availability at Branch.
- **Relationship Manager** : Maintenance of Relationship of High Net Worth Clients, NRI clients, Managing Liability portfolio of Branch unit.
- **Customer Service Executive** : Customer Services and operation support, Ensuring excellent service experience to customers.

Skill-set competency & Expertise

- **Functional Domain** – Business Development, Expert in Retail Asset and Retail Liability Operation, Financial Inclusion, and all other sub function of Retail banking, MSME lending and Recovery, NPA Management.
- **Industry Expertise** – Banking & Finance
- **Technical Skill-Set** – Credit Appraisal and due-diligence. Leadership skills along with good inter-personal skills.

Languages Known

- English
- Hindi

Certifications

JAIIB : Junior
Associate of
Indian Institute of
Bankers

NISM VA
Mutual Fund
Distributors
Certificate



Bandit Swain

Professional Experience : 9+ years

Since Jun 2019:

Manager Decision Science, Assets Pricing & Profitability

HSBC

Feb 2017 – May 2019:

Senior Business Analyst, Consulting & BI Reporting

Applied Materials

Nov 2015 - Feb 2017:

Business Analyst, Operations

Cerner Healthcare Solutions

Aug 2013 – Oct 2015:

Data Analyst, BI & CPG Pricing Model Simulation

Harman Connected Services

Education

B.Tech – Information Technology,

Biju Pattnaik University Of Technology

Key Projects & Deliverables

- Managing **profitability analysis model** for unsecured lending products for APAC region. Correlated **growth metrics & hurdle rate** with risk & bureau variables to identify reasoning for dropping profitability and helped in building strategy.
- Identified the customer segment responsible for drop in **NII** from liability who could be sold financial products. Successfully curated cross sell strategy.
- Created a **workforce management system** for Global call center supporting AMAT sales by taking care of **bottlenecks, utilization**. Derived many KPIs on basis of personal connects and survey at call center in Texas.
- **Reverse Value Chain:** Curated a mechanism to address customer complaints on spare part durability and quality. Used **design thinking** to understand the real problem. Derived KPIs like **MTBR & Avg. Lifetime**
- **IT StratOps:** Create a statistical process control mechanism to efficiently manage software stability at hospitals and win customer confidence.
- **Marketing Analytics :** Ran through pricing simulation models based on POS and coefficient data to understand sales impact and decide upon combination of promotional cost & base price

Skill-set competency & Expertise

- **Functional Domain** – Customer Insights, Profitability & Pricing for Assets product, Design thinking, Supply chain, Spare parts quality control, Pricing simulation in CPG, Software Ops & Strategy, Product Analytics
- **Technical Skill-Set** – Business Intelligence, Business Analytics, R, SAS,SQL, Tableau, QlikSense, Advance excel, Regression, Decision Tree, Linear Programming, ARIMA

Languages Known

- English
- Hindi
- Odia

Certifications

- Tableau
- Business Analytics with R & SAS
- Consumer Insights(Udemy)
- Statistics for data science(Udemy)



Paresh Gandhi

Professional Experience : 7+ years

Since July 2018:

Senior Supplier Quality Engineer
JohnDeere (I) Pvt. Ltd.

Feb. 2016 – July 2018:

Supplier Quality Engineer
Tata Motors Ltd.

Jan. 2015 - July 2015:

Internship (In-Plant Training)
Force Motors Ltd.

Education

MBA – General Management

IIM Indore

B.Tech – Mechanical Engineering,

M.I.T. Aurangabad (autonomous)

Diploma (Polytechnic) – Mechanical Engineering,

Govt. Polytechnic Ahmednagar

Key Projects & Deliverables

- Vendor Management of Drivetrain & Machining for New product development. On-time execution of New Component Introduction (PPAP) projects. India supply base improvement
- Leading Audits to ensure Process, Product, Quality parameters. Monitor vendor's supply chain management process & their quality of products, Vendor development and selection process, Global sourcing
- Part of CFT Team contribute to improve KPI – Development time by 10%, Distinctive Product Quality with 90% First-Time-Right, QPPM reduction by 96%, Cost reduction of \$390K, dealing closely with Sourcing team, Manufacturing, & Engineering to eliminate roadblocks that reduces development time
- Efficiency improvement through DFA/DFM/& DOE through Process analysis, problem solving, and strategy development
- Leading CI/Unnati Internal cost saving \$5.1Mn

Skill-set competency & Expertise

- **Functional Domain** – New Product Development, Vendor selection & development, Cost reduction, QMS, CI, Audits, Project Management, Strategic Supplier Quality: Audits, Operation management, Supply Chain Analytics
- **Technical Skill-Set** –
 - Quality** – DOE , Six Sigma, SPC, MSA, IATF 16949:2016, Root cause analysis, 7QC, System, PPAP, 1st time right parts, Process, Product audit
 - Operations** – Cycle Time Reduction ,DFM, DFA, Process improvement,
 - Supply Management** – Structural Cost Reduction, Spend Analytics

Languages Known

- English
- Hindi
- Marathi
- Marwadi

Certifications

- Mathematics Management
- Quantitative modelling
- Financial Accounting
- Finance
- Auto-CAD



Girish Chaubey

Professional Experience : 27+ years

- Since November 2011 :**
Business Head – Project Business
Hafele India Pvt Ltd
- February 2002 – October 2011:**
Business Manager (Sales & Marketing)
Philips Electronics India Limited
- June 1998 – January 2002:**
Area Manager – Projects Sales & Marketing
Crompton Greaves Limited
- May 1995 – May 1998 :**
Project Engineer – Plant Engineering
Mahi Cement Ltd

Education

B.E – Electrical
Government Engineering College, Ujjain,
Vikram University, Ujjain

Summary of Key Deliverables

- ⇒ Managing Project Business Vertical’s objectives of Top Line, Bottom Line performance and end to end management.
- ⇒ Getting recognized for entrepreneurial values and establishing brand popularity for Hafele as reputed brand in premium and high-end projects & customers.
- ⇒ Verticalize the industry into targeted market segments and to provide specific solution to specific customers.
- ⇒ Tie-up with best interior designers and Architects to get Hafele into specifications.
- ⇒ Developing and managing the sales team to drive customer satisfaction, knowledge training and profitability.
- ⇒ Increasing market share by building products, markets and partnerships.
- ⇒ Monitoring performance through trend analysis forecasting and effective CRM.

Skill-set competency & Expertise

- activities to enhance market share.
 - Sales & Marketing
 - Architecture and Design specifications
 - Key account Management
 - Channel Sales Management
 - Cross Country assignments
 - Project Management

Languages Known

- English
- Hindi

Certifications

1. Leadership Simulation and Business Strategy Workshop
2. Business analysis
3. DISC (Psychometric Test Analysis)
4. Train the trainer (Advance course on way of sales & Coaching skills)
5. Effective Business Presentation
6. Effective Business Communication.
7. Professional Selling Skills.
8. Professional Negotiation Skills.



Henna Desai

Professional Experience : 10+ years

Nov 2021-Present:

Cluster Manager

Jul 2020-Nov 2021:

Team Member, Quality Assurance

Feb 2017-Jul 2020:

Project Manager

Tata STRIVE, Tata Community Initiatives Trust

January 2016 – February 2017:

Assistant Manager, Partnerships

Samhita Social Ventures

May 2011 - June 2015:

Managing Editor

Cactus Communications Private Limited

Education

B.Sc. Information Technology

Mumbai University

Key Projects & Deliverables

- Program Management: Development and management of college-based skill development programs from beginning to end through proper planning and ensuring project deliverables are met within time, cost and quality parameters as agreed with the stakeholders
- Quality Assurance: Interpret, implement and evaluate adequacy of organizational Quality Assurance standards, and supporting the organization in implementing corrective action
- Change management: Applying a structured methodology and lead change management activities within educational institutes
- Not-for-profit consulting: Identification, assessment, capacity building and liaising with NGOs to implement social solutions customized to needs of corporates and end beneficiaries
- Research Editing: Shared ownership of research manuscripts from the initial edit stage up to final delivery to the client

Skill-set competency & Expertise

- **Functional Domain** – Program and Project Management, Monitoring and Evaluation, Quality Assurance, Stakeholder Management, NGO Consulting
- **Technical Skill-Set** – Scientific Editing, MS Office, Diabetes Education

Languages Known

- English
- Hindi
- Marathi
- Marwari
- Gujarati

Certifications

- Certificate Course in Diabetes Education
- Editor in the Life Sciences



Khushal Dhawas

Professional Experience : 13+ years

Since March 2016:

Project Manager- International Business

Bajaj Auto Ltd.

March 2011 – March 2016:

Manager – New Part development

Volkswagen India Pvt. Ltd.

Aug'2007- Feb'2011

Asst. Manager

Mahindra & Mahindra Pvt Ltd

Education

B.E – Mechanical Engineering

SRES College of Engineering, Pune University

Key Projects & Deliverables

- Handling turnkey projects in International market -Auto-Sector: For set-up of Paint shop, Weld shop & Vehicle Assembly shop. (Motorcycle, Commercial Vehicle)
- New Parts Localization & New Vehicle assembly line set-ups in South Asia & Africa region.
- Carrying out Business feasibility and viability for New projects.
- Developing Operation ease process via Free Trade agreements for parts localization.
- Mentoring the Quality, Production, Cost per vehicle for the overseas assembly plant.
- Driving the TPM implementation across manufacturing plants in international markets.
- Domestic market : Handled Volkswagen Engine Localisation for the 1.5L TDi & Supplier Process Development, when indigenous for the 1st time in India.
- Suppliers upgradation through a unique 19 steps methodology for First time right.

Skill-set competency & Expertise

- **Functional Domain** –International Operations Management, Project Management: Greenfield & New Product Development, Manufacturing Engineering, Vendor development
- **Technical Skill-Set** – Costing for New vehicle part, TPM, AutoCAD, MS Office.
- **Soft Skill:** Communication, Team building, Work Ethics, Working with diverse cultures

Languages Known

- English
- Hindi
- Marathi

Certifications

- BTV/ PPAP (German certified auditor for New part)
- Beginner- German language



Manish Kumar Singh

Professional Experience : 19 + years

Jan 2021--

Head of administration, Facility and Technical operation
Gemmological Institute of America

Dec 2018- Jan 2021

Property and asset manager
Lodha Developers

Apr 2017 – Dec 2018

Property and asset manager
Jones Long Lassalle

Mar 2002 – Jan 2017:

Operation manager
Indian Navy

Education

B.Tech.- Mechanical Engineering

Rajasthan University

MBA (Operation)

Indira Gandhi Open University

Key Projects & Deliverables

- Handling projects offering project of re-engineering was executed as per the timeline
- Core Competence:- Techno-commercial bids for integrated solutions
- **Project management:** Project Management for Plant & Machineries, Mechatronics, Automation,
- **Pre project activities:** Involved in conceptualization & pre-project activities of CAPEX 45 crores.
- **Vendor management :** Lead Generation, vendor evaluation, finalization contract.
- **Product costing:-** Cost analysis, Value analysis & engineering, Mfg. line & process development
- **Optimization:-** Optimising resources, maximising earnings, developing MIS, identify training needs and develop new human resources within the department.

Skill-set competency & Expertise

- **Functional Domain** –Project Management, Competitive Bidding Solutions, E-tendering, Vendor management, Energy management Team Management • Relationship Management. Managing KPI's for Self and Team

Languages Known

- English
- Hindi

Certifications

IGBC (AP)
Certified energy auditor and manager
Well (AP)



Piyush Chandra Pandey

Professional Experience : 16 years

- Since Oct 2020:**
Sales Lead, Far East Asia Market
Hindalco Industries Limited, Mumbai
- August 2014 – September 2020:**
Regional Manager , Far East Asia Market
Hindalco Industries Limited, Mumbai
- July 2009 - July 2014:**
Territory Manager, East India, Domestic
Hindalco Industries Limited, Kolkata
- Aug 2005 – June 2009:**
Joined as GET at Renukoot, Placed as Engineer, Refractory Maintenance
Birla Copper, Dahej

Education

B. Tech, Ceramic Engineering
National Institute of Technology,
Rourkela

Key Projects & Deliverables

- **Customer Centricity:** Driving sales initiatives & achieving desired targets; exploring marketing avenues to build consumer preference in Far East Asian Market. Regularly engaging with customers for new products and applications.
- **Sales Operation:** Administering complete sales operations. Executing the long-term business strategy to ensure maximum profitability in line with organizational objectives.
- **Market Development:** Developing new customer and new channels of distribution. Analysing latest marketing trends and demand.
- **System:** Improvement of OTIF and maturity of Key Customer Account.
- **Strategy and Sustainability:** Understanding macro economics of international market and its effect on the future growth. Analyzing information on competition / allied industry and generating reports for to help us in strategy planning. Developing new products and application for sustainability of the future business.

Skill-set competency & Expertise

- **Functional Domain –** Business Development, Competitor Mapping, Key Account Management, Supply Chain, Export Import Processing, Forex Hedging, Product and Market Development, Negotiations
- **Technical Skill-Set –** Mineral and Raw Materials, Refractory and Ceramics Operations, Glass Application, Oracle 11i O2C, MS Office.

Languages Known

- English
- Hindi

Certifications

- Customer Journey Maps
- Key Account Management
- Design Thinking
- Customer Centricity



Sanyam Bhugra

Professional Experience : 6.5+ years

Since August 2020

Co-founder (Director)

Wire And Switch International Pvt. Ltd.

Since April 2018-Current:

Director of Business Development

G Kumar Electro Pvt. Ltd.

June 2015 – Mar 2018:

Retail Store Manager

G Kumar Electro Pvt. Ltd.

Education

BBA – Business Administration

Amity University, Uttar Pradesh

Key Projects & Deliverables

- Successfully managing B2B channel sales and distribution for the leading brands of the electrical industry like Legrand , Schneider and Philips Lighting in the Uttar Pradesh Region.
- Working on business development for newly founded venture (wireandswitch.com).
- **Business Strategy** : Developed reward systems for B2B clients, worked on demand generation and added key electrical consultants in the portfolio. Vendor management , negotiations and strategic tie-ups to ensure supply efficiency.
- **Designed App-flow**: Worked on making the app-flow as to ensure great user experience for the newly founded venture.
- **Marketing** : Customer Acquisition, Lead Generation, Content & E-mail Marketing, Integrated marketing channels, Business Unit Strategy planning.

Skill-set competency & Expertise

- **Functional Domain** – Business Development, Project Management, Channel Sales Management, Logistics and Operations, Sales and Marketing.
- **Technical Skill-Set** –SAP ,CRM ,MS Office.

Languages Known

- English
- Hindi
- Punjabi

Certifications

- GSES India-Renewable Energy Project Management
- MS Office



Saurabh Sharma

Professional Experience : 18+ years

Since June 2021:

Vice President of Technology
Mashreq Global Services

June 2017 – June 2021:

Head of Information Technology
Indorama Petrochemical Limited

Nov-2015 - June 2017:

ERP Finance IT Solutions Architect
General Electric

Nov 2007 – Nov 2015:

Associate Consultant – ERP Project Lead
TATA Consultancy Services

June 2006 – Nov 2007:

QA Engineer– ERP Projects
Oracle Corporation

June 2004 – June 2006:

Software Engineer
Infosys Technologies

Education

B.E. –Computer Science & Engg, Hons.
University of Rajasthan

Key Projects & Deliverables

- A result oriented Digital Business Leader having 18+ years of industry experience in successfully leading IT Transformation initiatives and managing people, process and assets for Fortune 500 MNCs Infosys, TCS, Oracle Corporation, General Electric, Ingersoll Rand, Indorama Petrochemical, Mashreq Bank across North America, LATAM, Europe, Asia, Africa, Middle East.
- Global Consulting and Management professional driving ERP implementation and business process simplification using Oracle ERP Financials, Supply Chain Management, Human Capital Management, Discrete and Process Manufacturing, Enterprise Performance Management , FinTech for global banks.

Skill-set competency & Expertise

- **Functional Domain** – Partnering with all major business functions F&A, Marketing, Procurement, Commercial, MMD, Human Resource for providing business process blueprinting & simplification. Automation of Procure to Pay, Record to Report, Order to Cash, Acquire to Retire, Hire to Retire, Forecast to Plan, Inventory to Fulfilment, Configure Price to Quote, People to Pay Check business cycles, Financials and MIS reporting
- **Technical Skill-Set** – Implementing and adopting of best practices for Enterprise Software Solutions, Architecting Design, Consulting, Program Management, and Leadership Interfacing Roles (CXO Level) from last 7 years for global engagements. Simplify complex system designs and provide innovative solutions leveraging Oracle ERP & Cloud offerings such as FIN, SCM, MFG, CRM, PPM, EB TAX, Vertex, Sabrix, Fusion Tax, Oracle SaaS, PaaS, IaaS models, Data Analytics using FRS/BI/OBIEE/Tableau, FCCS and Hyperion Financial Planning, OFSAA.

Languages Known

- English
- Hindi

Certifications

- Global CIO ISB
- F&A for business managers IIMC
- Oracle Cloud ERP Implementation



Shourya Gupta

Professional Experience : 10+ years

Since March 2021:

Zonal Technical Manager- WEST
YES Bank Ltd.

September 2017 – March 2021:

Regional Technical Manager-
Maharashtra
YES Bank Ltd.

July 2013 - September 2017:

Regional Technical Manager- Gujarat
ICICI Bank Ltd.

March 2012 –June 2013:

Design Engineer, Punj Llyod
Engineering

Education

B.E(Hons.)–Civil Engineering

Birla Institute of Technology and
Science, Pilani

Key Projects & Deliverables

- **Risk Management:** Identifying market risk in various asset classes vis-a-vis government regulations, DCR norms; evaluating with risk based pricing, mitigating with suitable deviations and monitoring with post disbursement controls
- **Valuations:** Retail/SME/MSMEs collateral back lending valuation for internal and external stakeholders
- **Digitization:** Project approvals, valuation digitizing with various risk monitoring tools, price trends analysis, portfolio management.
- **Project Approval and Monitoring:** Defining control points in builder projects.
- **Cost Control, Vendor Management**

Skill-set competency & Expertise

- **Functional Domain** – Immovable asset class valuation, Risk management, Real estate project appraisals, Project monitoring, Digitization of valuation process flow, Investment valuations, Mortgage Analytics, Regional policies, feasibility study of real estate development, Vendor Management, ISO Certification compliances, REITs Valuations.
- **Technical Skill-Set** – DCF valuations, Real estate project life cycle-approvals and monitoring, Tableau

Languages Known

- English
- Hindi

Certifications

- FRM- Part 1
- Design thinking

Scholastic Achievements

- NHB recognition for article writing
- S.C. Mehrotra Award by Istructe

SOURAV CHAKRABORTY

Summary

An experienced Banker with years of experience in Retail Banking industry. Skills include Wealth Management, Portfolio Management, Relationship Management, Franchise & Channel Development.



Contact

Address:

Building 30, Wing B, Flat 804,
Tilak Nagar, Mumbai 400089

Phone:

+91 7506277102

Email:

souravkrc@hotmail.com

Languages

Bengali – Native

Hindi – Native

English – Fluent

Marathi - Proficient

Core Competencies

- Strategic Planning / Collaborations
- Liabilities / Lending
- Team Management / Leadership
- Wealth / Investment Management
- Training & Development
- Cross Functional Coordination

Current Role

Cluster Head – Since January 2014
ICICI Bank, Mumbai, India

- Development and execution of plans in order to meet/exceed the sales goals through asset, liability and investment products while maintaining operationally efficient and compliant branches
- Performance management, including annual performance reviews (OPR process), performance improvement planning, formal & informal coaching and counseling
- Engaging with the key accounts (Corporates, HNI s, CEO/CXO s, Trusts) ensuring the relationship and fund management
- Accessing/development of compliance processes with internal controls, operational procedures and risk management policies
- Implementing strategies to drive the banking product mix to achieve a better market reach in line with the objectives of the organization

Education

Bachelor of Commerce: University of Calcutta
PGPMX: IIM Indore (pursuing)



Surbhi Sharma

Professional Experience : 7.5+ years

Since June 2019:
Project Manager
Tata Consultancy Services

November 2013 - May 2019:
Quality Engineer
Stubhub(an Ebay company)

April 2009 - Oct 2013
Technical Lead
Ernst and Young LLP

June 2006 - March 2009
Software Engineer
Wipro Technologies

Education

B.E - Information Technology

Birla Institute of
Technology, Mesra, Ranchi, Jharkhand.

Key Projects & Deliverables

- Claims Transformation process in the Insurance domain aiming to rewrite the claims handling application of customers..
- Redesigning the legacy application of Nationwide Insurance to use Guidewire software for Claims handling .
- Transformation of Claims Management system for Southern Farm Bureau to reinvent the claims process using Guidewire software.
- Automation testing of Stubhub(Ebay)'s BPM software to test customer order creation, editing and cancellation by customer service representatives using Selenium automation.
- IOS Mobile application design and development for a referral application used by influencers to refer products from E-Commerce platforms and earn referral points.
- Handling and processing of data belonging to finance customers.

Skill-set competency & Expertise

- **Functional Domain** - Insurance, Banking and Finance, Project Management, Delivery Management..
- **Technical Skill-Set** - Core Java, J2EE concepts such as JSP, Servlets, JQuery and Ajax. MVC concepts such as Spring, Spring Boot, Hibernate and Microservices, Guidewire Insurance suite, Gosu scripting language, ETL with Snowflake, Selenium automation and PL/SQL.

Languages Known

- English
- Hindi

Certifications

- CSM certified Scrum Master
- Java 6 certification
- Guidewire 6 & 7 certification.



Chirag M. Thakkar

Professional Experience : 10+ years

Since October 2018:

Senior Technical Sales Executive
Asian Paints PPG Pvt. Ltd, India

November 2017 – June 2018:

Coating Inspector
L&T Hydrocarbon Engineering, KSA

April 2016 - July 2017:

Freelance Coating Inspector
Multiple Organization, India

September 2015 – March 2016

Painting Inspector
Inco Group of Companies, Oman

Oct 2011 – April 2010:

Painting Engineer
Nirmal Industrial Controls Pvt. Ltd,

Education

B.E – Production

K.G.C.E, University of Mumbai

Key Projects & Deliverables

- Managing a portfolio of 40 B2B clientele that generates 14 Cr. sales per year in the industrial coating segment.
- Provide technical support on complaint resolution, training to customer's team on products, project and maintenance inspection, coating procedure and operator qualification, coating survey/plant audit and coating system recommendation for asset maintenance.
- Coordination with key customers, contractors, paint applicators, fabricators for lead generation in projects and maintenance of O&G, Infrastructure, CFP segments etc.,
- **Marketing** : Lead Generation, Marketing Intelligence, Content & E-mail Marketing, Integrated marketing channels, Business Unit Strategic planning.

Skill-set competency & Expertise

- **Functional Domain** – Business Development, Territory Management, Forecast, E-tendering, Customer Relationship Management, Product & Application knowledge.
- **Technical Skill-Set** –SAP CRM, MS Office.

Languages Known

- English
- Hindi
- Marathi
- Gujarati
- Kutchi

Certifications

- FROSIO Surface Treatment Inspector Level - 3
- SSPC PCI Level – 3
- NACE CIP Level – 2
- OPITO BOSIET