



Abhishek Pattanayak

Professional Experience : 8+ years

Since November 2021:

Senior Technical Lead

Wipro Limited

April 2018 – September 2021:

Principal Software Engineer

Tricon Infotech Pvt Ltd

January 2015 - March 2018:

Technical Consultant

IBM India Pvt Ltd

March 2014 – January 2015:

Graduate Engineer Trainee

Haier Electronics Pvt Ltd

Education

B.Tech – Electronics and Instrumentation,

Biju Patnaik University Of Technology,
Odisha

Key Projects & Deliverables

- An **achievement-driven professional** offering a career of over **8 years** in and currently working as a **Senior Technical Lead** in **Wipro Technologies**.
- Comprehensive knowledge and understanding of software testing and development methodology and best practices while maintaining and enforcing quality standards.
- Creating comprehensive software testing and development plans that include resource requirements, schedule assumptions, and scope based on inputs from Development, Sales, and System Test Management which included coordinating test plans across multiple test organizations and facilities.
- Preparing, designing and leading the test strategy and test plan for all projects; reviewing activities such as requirements review, design review, test strategy review and test case review.
- Reviewing project test and implementation schedules; monitoring, documenting, and reporting the current status of defects for each testing cycle and overall project to the management

Skill-set competency & Expertise

- **Functional Domain** – Test management, Project Management, Product management, Program manager, ITIL, Scrum methodology, Process Automation, Problem and Incident management
- **Technical Skill-Set** – Java, JavaScript, HTML,CSS, Automation, Selenium, Appium, Webservices, Cloud Technologies, GIT, Jenkins, Load Runner, ALM,JIRA, Radar, SAP GRC, SAP Retail and Core, SAP SuccessFactors, Xray, TestNG, Qray, Cucumber, Apple (RDM, Data magic, DS), Work Soft, MS Office

Languages Known

- English
- Hindi
- Odiya

Certifications



Arun kumar Savita

Professional Experience : 16.5+ years

Since August 2011:

Regional Sales Head (West) -
(Transformer sales & Mkt).

Raychem RPG Pvt. Ltd.

November 2010 – July 2011:

Asst Manager – Sales & Marketing

Vijai Electricals Ltd

April 2007 – October 2010:

Senior Engineer- Sales & Marketing

Kirloskar Electric co Ltd

Feb 2006 – March 2007:

Project Engineer

Pristine Engineering Service

Education

B.Tech – Electrical Engineering

Harcourt Butler Technological Institute
(HBTU Kanpur)-UPTU

Key Deliverables

- Sales and Marketing- Handling sales of west Region for product- Inverter duty transformer, oil, power ,dry type transformer & sub station for different territories of the region.
- *Marketing* : Lead Generation, Making Proposals, Quotations for customer, distributors and negotiating
- Competitors and market analysis, brand awareness
- Undertake Market Research activities to identify target market, product opportunities on sector-Data center, Renewable sector, Oil & Gas sector,
- Technical presentations to the customers/Contractors /consultants.
- Cash Management / Periodic Cash estimation / MIS
- Target revenue generation for existing & new products including lead generation & end-to-end client management

Skill-set competency & Expertise

- **Functional Domain** – Business Development, lead generation, Competitive Bidding Solutions, E-tendering, Technical closure, market analysis, brand awareness, Revenue generation
- **Technical Skill-Set** – Transformer technical design, Switch gear and transformer testing at site and commissioning support.

Languages Known

- English
- Hindi
- Marathi

Awards

- Impact award
- Challenger Award
- Highest order booking



Aviva Vikas Kanodia

Professional Experience : 5+ years

Since September 2021:

Associate, Model Risk, Firm Risk Management

Morgan Stanley

June 2020 – June 2021:

Senior Analyst, Data Analytics and Visualization

Genpact Enterprise Risk Consulting

July 2017 – June 2020:

Senior Analyst, Enterprise Risk Consulting

Genpact Enterprise Risk Consulting

Education

Bachelor of Management Studies (Finance)

R. A. Podar College of Commerce and Economics, University of Mumbai.

Runner up – Tsunami Fashion Show.

Key Projects & Deliverables

- **Model Risk** - Managing Financial and Reputational Risks by Governance and Validation of End User Computing Tools in areas such as Finance, Capital Planning, Institutional Securities and Wealth Management. Providing strategic insights for policies and procedures in various functional areas.
- **Data Analytics** - Performed post payable audits for large multinational clients on big data while using ACL, to identify leakages. Performed duplicate analysis and statement reconciliations. Created insightful dashboards for issues, governance and remediation tracking, using Tableau and Power BI.
- **Risk Consulting** – Worked on various high-budget projects \$2million+ with MNC clients and on-site in North America. Key projects in areas such as Treasury excellence, SOX testing, quality control and assurance. Collaborated with cross functional teams to understand processes in detail and drive effective decision making by sharing hands on recommendations.

Corporate Awards

- **Centre of Excellence Award** and **Extra Miler Awards** (3 times) for winning a mandate worth \$2.6 million, Audit findings of over \$13 million and building excellent client relations while working on-site in Chicago & Philadelphia.

Skill-set competency & Expertise

- Risk Management, Advisory Services, Stakeholder Relations, Project and People Management, Governance and Insightful Recommendations.

Languages Known

- English
- Hindi
- Marathi
- Spanish

Corporate Certifications

- Lean Six Sigma – Green Belt.
- Beginner courses for Tableau, Power BI, Visual Basic & Audit Command Language (ACL).
- Harvard Manage Mentor - Finance, Negotiation & Presentation skills. Story-telling.



Faisalkhan Afzalkhan Faruqui

Professional Experience : 32+ Years

November 2021 till Date	Head Credit
Jan- 2019- October-2021	Group Gen Mgr
April 2011 – Dec 2018	Gen Mgr Credit
April 2008 – March 2011	GM Sales (Enterprise)
April 2005 – March 2008	GM Sales (Strategic)
April 2002 – March 2005	RM Sales -South Regn
Dec 1999- March 2002	Branch Head–Chennai
June 1996- Nov 1999	Branch head – Pune
July 1990 – May 1996	Direct Sales / Indirect Sales/ Channel Mgt

Ingram Micro India (P) Ltd

(Formerly Tech Pacific India Ltd, Godrej Pacific Technology Ltd, Godrej & Boyce Mfg Co Ltd (EBE Div)

Education

B Com, Mumbai University, 1988

K C College of Commerce and Science

Key Projects & Deliverables

- **Sales Management**
 - Achievement of Sales Target – Quarterly and Annual
 - Acquisition of New Customers & Retaining of Existing
 - Multi Vendor engagement and periodic business reviews
- **Team Management**
 - Enable & Empower team members to take decisions swiftly and in line with established policies.
 - Motivate & Mentor team members in accomplishment of business objectives.
 - Informal /Formal review process and personally taking thru task for quick on the job tutoring.
- **Credit Management**
 - Credit evaluation and limit setting of 10K+ Customers with appropriate Risk Mitigation
 - Receivable Collections as per Monthly / Annual Targets
 - New Customer Onboarding – Reduction from 7 days to within 2 Hours
 - Alignment of Financial Solutions to meet the Working Capital requirements of Customers

Skill-set competency & Expertise

- Automation of Key Business Activities
 - Cash Management – EDI interface with Banks to support Cash Management activities including Cheque Warehousing
 - Digital Payment Solutions & Accounts Reconciliation

Languages Known

- English
- Hindi
- Marathi

Certifications

- Six Sigma Green Belt Training
- Six Sigma Project Completion in Sales Productivity
- Global Information Security
- Data Privacy & Protection



Kedar Wamorkar

Professional Experience : 12 + years

Since Feb 2019:

Team Leader

SITA Travels – TCI (THOMAS COOK GRP) – Operations and Sales (B2B)

Mar 2018 – Feb 2019:

Tamarind Global – Senior Travel Consultant – Operations (B2B)

Mar 2014 - Mar 2018:

**Kesari Tours Pvt Ltd – Incharge (B2C)
All Markets**

Nov 2010 – Mar 2018:

**Cox and Kings Pvt Ltd (India) –
Operations and Sales (UK and
Australia Market)**

Education

**MBA In Travel and Tourism from
Kuoni Academy**

Key Projects & Deliverables

- Handling day to day queries pertaining to Inbound Market
- **Proposals** : Sending brochures and proposal to Key Markets with Tentative pricing and Offers
- *Participation in various road shows and Travel Exhibitions to increase the sales and revenue*
- **Marketing** : Lead Generation, Content & E-mail Marketing, Collaboration with various Tourism Boards
- Tap New Markets for Upcoming Seasons
- Ensure best deals are provided for B2B Markets
- Developing the MICE – Meetings, Incentives, corporates and Events

Skill-set competency & Expertise

- **Functional Domain** – Business Development, Sales and Operations with Marketing and Contracting of Various Hotels
- **Technical Skill-Set** -MS Office and Excel, PPT

Languages Known

- English
- Hindi
- Gujarati
- Marathi

Certifications



Keval Khadse

Professional Experience : 12+ years

Since May 2021:

Planning Lead – Supply Chain
**Avient Corporation formerly Clariant
Masterbatches**

March 2017 – April 2021:

Executive – Central Planning
Garware Technical Fibres Ltd.

November 2015 - March 2017:

Head – Vendor Management
Karamtara Engg. Pvt. Ltd.

December 2010 – November 2015:

Production Planning Engineer
Jyoti Structures Ltd.

Education

B.E. – Mechanical Engineering,
Nagpur University, *Nagpur, MH*

Key Projects & Deliverables

- Leading all the FG supply planning activities for all the legacy Clariant plants across India.
- Reduced the Non-Working-Slow-Moving (NWSM) inventories to more than 60% with a LSS – Green Belt Project & awarded for the same.
- Set-up a system for material requirement planning (MRP) and production planning to ensure OTIF deliveries of tailor-made products.
- Improved On-Time deliveries to more than 90% within 6 months.
- Achieved 100% Ship-to-Commit rate through expert planning & Forecasting techniques for exports business at GTFL.
- **Vendor Management** – Optimized production lead times & also reduced material costs. Prepare vendor/cost database.
- Quarterly assessment of all third-party service providers, enhancing the effectiveness of all vendor relationships to a great extent.
- Built number of new vendors relationships with a focus on better contract conditions for both parties involved.

Skill-set competency & Expertise

- **Functional Domain** – Supply Planning activities, Demand Planning, Work & Cost optimization, Vendor management.
- **Technical Skill-Set** – SAP – PP & MM Modules, Advance Excel (VBA), TLT engineering designs, AutoCad, MS Office.

Languages Known

- English
- Hindi
- Marathi

Certifications

- Lean Six Sigma – Green Belt
- Supply Chain Analytics – IIM - Lucknow



Kunal Krishna

Professional Experience : 20+ years

- Since Dec 2020:**
Assistant Vice President Business Operations and Reporting
Accenture Solutions Pvt Ltd.
- August 2018 – November 2020:**
Associate Manager Business Operations and Reporting
Accenture Solutions Pvt Ltd.
- Oct 2013 – Jul 2018:**
Associate Manager, Marketing Operations
Accenture Solutions Pvt Ltd.
- May 2000 – Sep 2013:**
Manager Corporate and COE FP&A
Genpact India Pvt LTD

Education

B Com, Pune University
PGDBM Vidyasagar University
(IMT Ghaziabad)

Key Projects & Deliverables

- **Annual Budgeting and Planning (~\$70M+ cost base):** Chargeability assumptions, historical spend trends, roster validation and factory cost for load computation, cost to serve and total rewards planning for the year
- **Budgeting and forecasting:** Analysis of deal financials against solution and plan, rapid deployment bench, excess capacity, forecasting accuracy. Headcount, chargeability (Chargeable/ non-chargeable)
- **Staging P&L (Billings ~\$11M):** Managing staging P&L, billing vs. cost analysis discussions over/under recovery and net zero position at client level across ~100 unique clients for setup and run cost
- **Sales and MIS Reporting:** Managed reporting and streamlined structure for Sales MIS publishing monthly Growth report, penetration reports with deals >50M, >25M and >5M, analysis of top deals where we need traction
- **COE and Corporate FP&A:** Revenue forecasting for two key accounts and COE, key win/loss account analysis, system-based pricing of projects and Minimum volume commitment, productivity, attrition reporting and preparation of operating plan

Skill-set competency

- Leadership, stakeholder management, Project Management, people and performance management, collaboration, MS office

Languages Known

- English
- Hindi

Training:

- Six Sigma and Lean training



Mahesh Jangra

Professional Experience : 19 years

Since Jan 2006:

Regulatory Reporting
JP Morgan Chase & Co

Jan 2004 – Jan 2006:

Order Fulfilment
Hewlett-Packard

Education

B.Com

Sydenham Institute of Commerce & Economics
Mumbai University

Key Projects & Deliverables

- Managing team of accounting and management professionals
- Oversight and governance of production teams in India responsible for U.S Regulatory filings such as 10Q, 10K, Y9C, 14Q etc. and implementation of robust control governance
- Strategic and tactical remediations of Issue and errors on regulatory filings
- Execution of location strategies for India teams
Managing Transformation of Reporting Infrastructure that includes
 - Migration of Oracle based Data repository to new-age Data lakes with advanced capabilities
 - Automation of manual high-risk processes leveraging XCeptor, Alteryx, Tableau, Python
 - Management and Prioritization of finance projects and innovation

Skill-set competency & Expertise

U.S. Financial & Regulatory Reporting | Process re-engineering / Automation | Risk and Controls | Project Management | Change Management | Agile Methodology | People Mentoring |

People Management | Business Resiliency

Languages Known

- English
- Hindi

Certifications

- Risk Management for Banks – IIM – Bangalore
- Automation tools – SQL Server / Alteryx / Tableau



Milind Sourabh

Professional Experience : 11 years

Since July 2020:

Executive Engineer, Production
Emergency Control Room
Oil & Natural Gas Corporation Ltd

Jan 2018 – June 2020:

Exe. Engr, Offshore Process Control
Oil & Natural Gas Corporation Ltd

June 2013 – Dec 2017:

Asst. Exe. Engineer, Wellhead
Maintenance, Mumbai Offshore
Oil & Natural Gas Corporation Ltd

Oct 2011 – May 2013:

Software Engineer,
iGate Patni (Chennai)

Education

B.Tech – Chemical Engineering
B.I.T Sindri, Hazaribagh University

Key Projects & Deliverables

- Testing and optimization of producer wells for maximum oil gain.
- Performing surveys and safety audits to make platforms OISD compliant
- Proficient in Process control and monitoring at Offshore
- Production analysis, audit reports and ATR.
- Regional Contingency Plan in emergencies

Skill-set competency & Expertise

- **Functional Domain** – Process Engineering, Wellhead Maintenance Engineer, Regional Contingency Plan, Oil & Gas safety
- **Technical Skill-Set** – Distributed Control System(DCS), Supervisory Control & Data Acquisition (SCADA), MS Office.
- **Software Skills** – Python, Java, SQL

Languages Known

- English
- Hindi

Certifications

- Certificate in Project Management by I2P2M
- Oil & Gas Safety Management, Nebosh



Nikhil Ashok Kapoor

Professional Experience : 12+ years

Since January 2010:
Equity Research Analyst
Vice President, Research

Education

B.M.S
Somaiya College , Mumbai University

Key Projects & Deliverables

- **Equity Research:** Key area of expertise includes conducting Financial analysis of the companies, build & maintain detailed financial forecast models, performing equity valuations, formulating investment thesis and presenting the same to investors.
- Currently covering Indian Consumer sector (large & Midcap) along with new tech companies. Analysing macro trends impacting the sectors. Covering Consumer staples, Retail and HORECA space. Also covering fast growing Digital/new tech companies. Authoring detailed investment thesis, presenting our views on the companies while backing the same with detailed financial forecast models, update quarterly notes. Tracking relevant industry data such as retail sales number, commodity input baskets etc.

Skill-set competency & Expertise

- **Strong understanding of Financial Markets–** Strong analytical skills with expertise in analyzing macro Economic data, Conducting top-down Industry research, interpreting and analyzing Annual reports, quarterly reports & Credit Research reports on companies under coverage.
- **Technical Skill-Set –** Strong proficiency in developing Equity valuations Models, Credit Research, Extensive knowledge of Excel & financial database Bloomberg, Capitalline, ace-equity, Reuters etc.

Languages Known

- English
- Hindi
- Marathi

Certifications

- Financial Modelling
- NISM Research Analyst
- Dale Carnegie Communication & presentation skills- Train the trainer



Nikhil Malpani

Professional Experience : 7.9+ years

Since May'2021:

VP Sales
Kitchen365

Jan'2019 - April 2021:

Business Manager
Livspace

April 2017 - Dec 2018 :

Territory Manager | Mumbai
Hafele India Pvt. Ltd.

June 2015 - March 2017:

Sr.Sales Executive | Dehradun,
Uttarakhand
Hafele India Pvt. Ltd

Education

B.E - Building and Construction
Technology

MBM Engineering College, Jodhpur

Key Projects & Deliverables

- **Business Development** : Specializing in New Business development and major market expansion.
- **Coaching** : Communicate a clear, strategic sales vision, effectively training and coaching both veteran and junior sales team members.
- **Key Account Management** : Cultivate excellent relationships with new prospects and existing customers,
- **Team Management** : Effectively grow a healthy sustainable team by setting up SOPs and creating the company culture.
- **P&L and Revenue Management** : Responsible for consistent revenue target achievement while achieving and maintaining profitability.
- **Marketing** : Lead Generation, Content & E-mail Marketing, Integrated marketing channels, Business Unit Strategy planning.
- **Operations Management & Strategic Planning** : Turnaround lagging operations and, prepare companies for fast growth and profitability.

Skill-set competency & Expertise

- **Functional Domain** - General Management, Business Development & Sales, Strategic Thinking, Operational Efficiency, P&L of Company, Setting up SOPs, Vendor and partner management, project management, Training.
- **Technical Skill-Set** - MS Excel, Powerpoint, 2020 Software .
- **Soft Skill Set** - Negotiation, Communication skills, Public Relations, TeamWork, Quick Study, Data Analytics, Client relationship.

Languages Known

- English
- Hindi
- Marwari
- Gujarati

Certifications

- Certified course on retail channel partner management.
- Financial modelling and valuation in excel (Udemy)
- Marketing Analysis - Colombia University (Edx)



Pawan K Mulani

Professional Experience : 8+ years

Since July 2022 :

Private Banker

ICICI Securities – Private Wealth

Jan 2020 – March 2022:

Sr. Relationship Manager

IndusInd Bank

June 2018 – May 2019:

Business Development Associate

Stallion Asset

June 2016 – June 2018 :

Marketing Director

Zone Float Systems LLP

Education

Bachelor in Management Studies

Mumbai University

MMK College of Commerce and Economics

Core Competencies /Skill Sets & Significant Achievements

- *Expertise in Marketing & Sales of Financial products like Mutual funds, Bonds, SA accounts, REIT's, NCD 's via application of effective communication & interpersonal skills.*
- *Sound knowledge of Indian & Global Equity, Commodity, Currency & Bond Markets; Highly specialized in providing wealth management & personal finance solutions via analyzing bouquet of asset management service providers to HNI's, NRI's & Retail clients.*
- *Proven abilities in driving sales via Tele-calling, E-mail marketing, Resolving Queries & Educating clients on various risk & return parameters like Sharpe ratio, Sortino Ratio, Systematic & Unsystematic Risk, Tax- Adjusted returns/Tax Planning, Etc.*
- *Ensured high volumes of transaction at HDFC Securities early in my career via. Effective application of Technical Analysis.*
- *Trained a very reputed Elliot Wave Analyst*
- *While at Zone Float Systems – contributed towards product development , acquired sound knowledge about product designing and manufacturing(Float Tanks), setup float a float center, was responsible for LAM – Local Area Marketing of a float center.*

Certifications

1. **CWM** – Chartered Wealth Manager
2. **CMT** – Chartered Market Technician



Pooja Dandekar

Professional Experience : 13+ years

Since December 2021:

Project Manager

EY GDS Mumbai

Jan 2011 – Dec 2021:

Senior Consultant

Patni-IGATE-Capgemini

Jan 2010 – Dec 2010:

Software Programmer

InfrasoftTech India LTD

Education

B.E – Computers,

First Class with Distinction

MKSSS Cummins College of Engineering for Women, Pune University

Key Projects & Deliverables

- ▶ Working as a Project Manager for a major Insurance client in US handling a team of 6 people for implementing EIS Integration workflows.
- ▶ Worked as Technical Manager for a top-notch insurance client in UK. Led the implementation end-to-end on Azure tech stack with a team of 10 resources.
- ▶ Worked as a Senior API Analyst and designed Swagger contract for electronic reporting for generation of CAMT.052 report in XML format
- ▶ Worked as a DevOps engineer for a web application called FIALA which was an acquisition platform to acquire various types of feed files from different reference data vendors like SIX FI, Bloomberg.
- ▶ Played role of a Scrum Master for a team of 10 people for one of the projects where she was responsible for conducting Sprint planning meets, daily huddles, retrospective meets, backlog refinement meets etc.
- ▶ Worked as a Technical Support Analyst at the onsite client location (Zurich) for couple of years where I was responsible for L2 support of a reference data management system called VDPS.

Skill-set competency & Expertise

- **Functional Domain** – Banking and Wealth Management (Reference data), Insurance
- **Technical Skill-Set** – I have mainly worked Java J2EE technologies, Restful webservices, Spring boot framework. I have recently started working on Microservices, Microsoft Azure. I am well versed with Agile methodologies especially Scrum and Kanban. I have worked with various products like EIS, VDPS, Anti Money Laundering(AML), etc.

Languages Known

- English
- Hindi
- Marathi

Certifications

- ScrumAlliance Certified Scrum Master (CSM)
- EIS Integration Developer Certification



Major Rashmi Rana (Ex-Army)

Professional Experience : 15 years+

April 2022 Onwards :
Entrepreneur
Medi Centre

Sep 2019 Onwards
Co-Founder and Director
UPSC LOUNGE

Aug 2005 – Aug 2019: Indian
Army(MoD)- Major

Education

- **Bachelor of Arts(2007)**
- **PGD HRM(2010) –Symbiosis International University**
- **Advanced Program in Human Resource Management (2021-22)- IIM Lucknow**
- **PGP MX (2022-24)* IIM Indore**

Key Projects & Deliverables

- ***Military Career*** -14 years of mission critical medical and logistics support to the troops and families of Indian Army, deployed in different remote locations of country, carried out projects and executed well in stipulated time, exposed to rich cultural heritage and diversity , developed core competence of resource optimization, leadership and team building,
- ***Entrepreneurship*** : Start –Up management (Education and Medical), Mentoring aspirants to dream big (IAS,IPS), created around 40 officers in past 3 years. Medical start up planned to provide affordable, accessible and quality healthcare to rural populations .
- ***Business Development*** : P&L , Fund management , Market expansion & strategy formulation, Product development, Resource Optimization
- ***Marketing*** : Lead Generation, Social media engagement, Content & E-mail Marketing, Integrated marketing channels, Business Unit Strategy planning.

Skill-set competency & Expertise

- **Functional Domain** – Business Development, Project Management, Team Building, Operations , Process Mapping and Designing ,cost Control and optimization, Vendor management, HR operations
- **Technical Skill-Set** – HR Operations, Profile scouting, mentoring and leadership, MS Office.

Languages Known

- English
- Hindi

Certifications

- Certificate in Event Management
- First Aid and BLS



Rohan Phadke

Professional Experience : 10.5+ years

Since May 2015:

Fixed Income Trader, Investments FO
SBI Life Insurance

May 2014 – April 2015:

Investment Analyst, Infra, Construction
& Logistics Sector
SBI Life Insurance

February 2012 - April 2014:

Investment Associate, Infra,
Construction & Logistics Sector
SBI Cap Securities

Education

B.Tech – Biotechnology

Padmashree Dr. DY Patil University, Navi
Mumbai Maharashtra

Key Projects & Deliverables

- **Portfolio management:** Have been managing the short term debt funds and money market funds with total size close to ~Rs. 1,500 cr.
- **Investments and execution:** Responsible for the execution and settlement of all fixed income trades in primary and secondary market including government securities, SDLs, T-bills and corporate bond trades. In charge for investments in overnight lending instruments like REPO / TREPS, mutual funds and managing the liquidity of all the funds within the organization.
- **Compliance:** Managing and adhering to all the regulatory guidelines and compliance parameters on a real time basis. Apart from this, ALCO limits for the traditional funds to be monitored.
- Tasked with monthly / quarterly presentations to the Investment sub committee highlighting the performance of the fixed income traditional and ULIP schemes.

Skill-set competency & Expertise

- **Functional Domain** – Treasury, Cash and Fund Management, investments in debt and money markets, collection and analysis of industry data, financial modelling/forecasting.
- **Technical Skill-Set** – Proficient in dealing on the RBI Terminals / CCIL platforms like NDS OM, CROMS and TREPS. Well acquainted with treasury systems internally and even by external agencies like NSE, BSE. Technical analytical skills with hands experience on databases such as Bloomberg, Reuters etc.

Languages Known

- English
- Hindi
- Marathi



Sameer Paradkar

Professional Experience: 6 years

Since March 2021:

Associate Software Engineer

JP Morgan Chase

August 2019 - Feb 2021:

Software Engineer

Digite Infotech Pvt Ltd

November 2016 - August 2019:

Software Engineer

Mitr Learning and Media Pvt Ltd

Education

B.E - Computer Engineering,

University of Mumbai

Key Projects & Deliverables

- Played a key role in the investment banking technology, regulatory reporting division on a modernization project to migrate a critical mainframe application to the strategic global regulatory reporting platform to reduce infrastructure costs.
- Worked on enhancing performance and developing new features for a enterprise project management platform which provides visual capabilities to organizations for managing their work effectively and enables them in monitoring progress, identifying bottlenecks, viewing team members capacity etc.
- Worked on developing new features for an e-learning platform which enables teachers/instructors to create new lessons/modules and publish them in different courses.

Skill-set competency & Expertise

- **Functional Domain** – Software Engineering, Regulatory Reporting for investment banking, Post Trade Technology
- **Technical Skill-Set** – Software Development, Object Oriented Programming, Java, JavaScript, Data Structures and Algorithms, Databases, Oracle, MySQL, PL/SQL, ETL

Languages Known

- English
- Hindi
- Marathi

Certifications

- Oracle Certified Associate Java Programmer (OCAJP)



Shraddha Sharma

Professional Experience : 15+ years

Since Jan 2018:

Assistant Vice President - Marketing
HDFC Bank

September 2014– Jan 2018:

Marketing Manager – Axis Bank

May 2012 – September 2014:

Senior Manager Kotak Mahindra Bank

Tech Mahindra Business

Oct 2007 – May 2012

Senior Business Development Leader

Education

B.COM – Mumbai University

PGDM – Welingkar Institute of Management

Key Projects & Deliverables

- Managing B2C Multiwave & Omni Channel Campaigns with an aim of acquiring new CASA customers, cross sell bank products & engage with existing customers
- Omni-Channel Marketing campaigns: WhatsApp, SMS, Email, Video, Website, Mobile App & Paid channels
- Manage the procedure, implementation, tracking & measurement of marketing campaigns
- Collect & use of analytical data in new campaigns & evaluation of existing campaigns
- Administration of website, use bank website to cross sell, upsell & acquire new customers
- Use Mobile Banking app for cross sell & upsell bank products

Skill-set competency & Expertise

- **Functional Domain** – Understand the market trends and customer preferences, Create marketing strategy and budgets and Oversee content & creation of marketing materials.
- **Technical Skill-Set** – SEO, SEM, Email Marketing and Automation, UX design

Languages Known

- English
- Hindi
- Marathi

Certifications

- Digital Marketing
- Google Analytics



Swati Khatri

Professional Experience : 18 years

Since December 2022

Innovation Principal Manager
Accenture Pvt Ltd

September 2006 – December 2022

Associate Consultant
Tata Consultancy Services

June 2005 - September 2006:

Software Engineer
Diebold Nixdorf India Pvt Ltd

August 2003 – June 2005:

Quality Assurance Engineer
Infosys

Education

C-DAC

Computer Science

M.Sc – Physics (Electronics)

Vikram University, Ujjain, Madhya Pradesh

Key Projects & Deliverables

- Working as Senior Product Owner driving overall Product Roadmap by articulating and translating Agile Roadmap into team specific release planning and sprint planning
- Digital Transformation Lead, Scrum Master, and Product Owner with a strong practice of Agile methodology
- **Process management** : Streamlined processes for Communities of Practice to improve Time to Market measure across Scaled Scrum team. Awarded as Driving Force by TCS
- Driving Product Roadmap strategy and value proposition through hypothesis and experiment driven approach, continuous innovation, and extensive market research.
- Conceptualized context-based test strategy model. Received appreciation for improved product quality coverage. Selected for Contextual Master award by TCS
- **Design/Detail Engineering** : Using Data Science analytical approach, engaging as an experimenter with Scrum team and Stakeholder to improve Time to Market and Ability to Innovate

Skill-set competency & Expertise

- **Functional Domain** – Product Management, Digital and Business Transformation, Strategic Planning, Process Improvement Agile Coaching, Stakeholder Management
- **Technical Skill-Set** – Business Process Automation, R&D Innovation and Prototyping, Telecom Network Management and Analytics , Test Automation and Orchestration. Machine Learning.

Languages Known

- English
- Hindi

Certifications

- Professional Scrum Product owner – Advanced
- Professional Scrum Product Owner – I
- Certified Scrum Master
- Business Analytics and Data Scientist.
- EduPristine



Vinay K. Gupta

Professional Experience : 13 years

Since Jan 2022:

Senior Manager - Finance
JSW Steel

Jan 2020 – Dec 2021:

Senior Manager – Treasury
Siemens Gamesa Renewable Energy

Aug 2017 - Dec 2019:

Chief Manager – Treasury & Corporate Finance
VA Tech WABAG

Oct 2012 – Sep 2016:

Senior Manager - Finance
Star Cement

Education

B.Com, Calcutta University
Chartered Accountant, ICAI

Key Projects & Deliverables

Currently managing Cash Flow vertical with following deliverables:

- Cash Flow / Liquidity Monitoring
- Liaising with relevant business units to ascertain the cash flow requirements
- Analyzing the WC requirements & look for means to optimize the same
- Raise funds from short term money markets to meet funding gaps
- Investment of short-term surplus funds
- Monitoring the intercompany transactions
- Compliance with relevant RBI/SEBI regulations
- Implement processes in place which are compliant with internal / external audit guidelines / regulations, with the aim to achieve zero audit observations
- Driving the digitization initiatives

Skill-set competency & Expertise

- **Functional Domain** – Fund Raising; Treasury & Banking Operations; Investor Relationship; Financial Planning and Analysis; Financial Accounting and Reporting (Ind AS / IFRS); Taxation; Forex Risk Management; Corporate Debt Restructuring; Business Valuation, Merger, Acquisition and Buyouts; Budgeting & MIS Reporting; Statutory Compliance, Internal Control over Financial Reporting (ICFR) and Audit

Languages Known

- English
- Hindi
- Bengali

Certifications

- Nil