

## SENIOR ASSOCIATE

### Executive Profile

Seasoned Financial Markets professional with over 12 years of experience in Global Financial Markets Sales & Trading across the Corporate and Institutional space in India.

### Skill Highlights

- Developing and sustaining strong client relationships.
- Demonstrated ability to deliver solutions to clients, based on excellent analytical skills. Â
- Compatibility for both, independent and teamwork.
- Project management
- Product development
- Risk management assessor

### Core Accomplishments

- Created strategies to develop and expand existing & new customer relationships, resulting in a 150 % increase in annual Global Markets sales revenue
- Helped grow bank's Global Markets revenue by 200 % from \$ 0.5M to \$ 1.5M
- Acquired 20 new clients in the past year, with total trading volume of \$10B through professional networking, loan reviews and marketing

### Professional Experience

Senior Associate 12/2012 to 06/2016 Company Name City

- Primary responsibilities included providing Advisory & Execution to Corporate & Institutional clients across Foreign Exchange, Interest Rates & Commodities products in line with their Credit & Risk profile
- Reviewed clients' accounts and results regularly to determine whether life changes, economic developments or financial performance indicated a need for plan revision
- Analyzed financial information obtained from clients to determine strategies for meeting clients' financial & risk management objectives
- Communicated regularly with management regarding portfolio performance and new loan transaction quality
- Interpreted data on price, yield, stability, future investment-risk trends, economic influences and other factors affecting investment programs
- Involvement in product structuring function to offer tailor made products to clients to meet internal & regulatory requirements.
- Active involvement in developing and launching of new products to increase and strengthen client engagement
- Followed Global Service Delivery approach to capitalize on off-shore business opportunities with clients having a multi geographical presence
- Investigated red flags for fraud, embezzlement, money laundering, tax evasion, false accounting statements, organized crime, terrorist financing and insider trading as a part of new client engagement Â
- Assisted senior-level credit officers with complex loan applications
- Providing a strong back up to the trading/ALM desk and also manage the execution and lay-off of risk from the trading book

FX Dealer 05/2009 to 12/2012 Company Name City

- Trading responsibilities included market making & proprietary trading in spot (USD/INR) & G7 currencies in the inter-bank market and also internal sales team
- Manage the INR risk and liquidity funding book in coordination with the money market desk.
- Monitoring of the Net Open Position (NOP) and Aggregate Gap Limit (AGL) limits for the bank.
- Developing the pricing mechanism and actively managing the entire process flow for launch of electronic trading platform.
- Franchise building by regularly interacting with Sales and Clients.
- Participate in various activities to help offshore counterparts to understand and undertake activities in the Indian financial markets.
- Providing inputs to the daily market commentary and other research publications.

Associate 05/2004 to 03/2009 Company Name City

- Provide Advisory & Execution capabilities to manage Foreign Exchange & Interest Rate hedging flows for clients across the Corporate Coverage Group
- Managing a team of two traders to run the High Frequency trading desk for top tier clients based on Technical & Fundamental analysis
- Generate & manage Fx flows by working closely with the trade finance, cash management and the Institutional Client group
- Pricing and execution for currency option structures including vanilla options, single & multiple barrier options & exotic structured options
- Generated revenues in excess of EUR 4.0 Million for 2008 and over EUR 8.0 Million for 2007
- Involved in the set-up & implementation of a new in-house trade capture system for Fx trades

### Education

Post Graduate Diploma in Business Administration : Finance & Marketing May 2004 S.I.E.S College of Management Studies City , State , India

Post Graduate Diploma in Business Administration with dual specialization in Finance & Marketing

Bachelor of Commerce : Accounting and Finance March 2001 Mumbai University City , State , India Bachelors in Accounting, Finance & Economics

Post Graduate Diploma : Export- Import Management December 2001 Indian Merchant Chambers City , State , India Post Graduate Diploma in Export- Import Management

### Interests

Traveling and Photography

#### Skills

Proficient with Bloomberg & Reuters newswire applications along with MS Office proficiency

#### Additional Information

Currently pursuing the Certified Public Accountant (CPA) program. Willing to take any additional certifications as required by the regulatory and the firms' guidelines.Â