## EDUCATIONAL QUALIFICATIONS

Jun ’02 - Mar ’04 Post Graduate Diploma in Management, IIM Bangalore – *Finance*

Jul ’98 - May ’02Bachelor of Technology, IIT Madras *- Electrical Engineering*

#### WORK EXPERIENCE

#### Deutsche Bank*, Corporate Trust* Apr’16 – Till Now

#### *Location: Singapore*

#### *Assistant Vice President*

*Job Responsibilities*

* Part of the core team that successfully led the pitch for winning the mandate for a USD 1.5bn Collateralised Fund Obligation transaction for a Singapore Sovereign Wealth Fund.
* Instrumental in establishing the framework and infrastructure for the landmark transaction in Asia. Managed the project of integrating businesses, systems and processes for delivering high standard services for the client.
* Won client praise for delivering under tight deadlines requiring close collaboration with multiple teams on the client side. Spearheaded delivery of transaction administration services.
* Setup daily account reconciliation model, dynamic currency hedge valuation model, LTV calculation, Payment waterfall model, straight-through private equity data-flow and analysis, rating agency reporting models and investor reporting.
* Involved in sales coverage for preparing presentation and demos for structured transactions including CLOs and quasi-CLOs for various financial institutions and quasi-wealth funds.
* Involved in administration of vanilla DCM transactions including document review, settlement, administration, and defaults management.

#### Deutsche Bank*, Structured Finance Services* Jan’09 – Apr’16

***Location: Mumbai***

***Assistant Vice President***

Job Responsibilities:

* Managing team that monitors compliance requirements of **Structured Finance** transactionssuch asCollateralized Bond Obligations, Collateralized Loan Obligations, Microfinance Structured Lending Product, Variable Funding Notes, Repacks, Synthetic Structures including synthetic programs deals for valuation, trigger events, and compliance.
* Formulating and implementing risk management structure for short term trade finance credit exposure. This involved setting up a CDO topped up with a first-to-default CDS.
* Strong exposure to several debt instruments including corporate bonds, syndicated loan facilities, structured lending programs, single name CDSs, Credit linked notes, etc.
* Assisting Collateral Managers on various aspects of the structure including eligibility of investible assets/classes, measuring trigger events, and compliance requirements.
* Developing understanding of new and complex structures in the **structured credit market**, including collateralized bond obligations, collateralized loan obligations, repacks, synthetic structures including synthetic programs with direct interaction with clients.
* Represented Deutsche Bank in various industry conferences, seminars and focus group discussion in London.
* Member of various Structured Finance associations (e.g. European Structured Finance association, American Structured Finance association, etc.).

**Additional Responsibilities**

* Managing budgeting exercise for the entire local offshoring site in conjunction with finance team.
* Implementing operational risk control tools in APAC locations.
* Handled Product Development role for Indian market in the area of Trustee Services.
* Developed various tools and processes for controlling and managing internal projects and deliverables.
* Reporting to Head, Structured Finance Analytics, EMEA

#### Involved in recruitment of analysts and senior analysts from IITs, IIMs and other leading colleges in India.

#### Deutsche Bank*, Structured Finance Services* Aug’06 – Jan’09

***Location: London***

***Assistant Vice President***

Job Responsibilities:

* Building compliance models for **Structured Finance** transactionssuch asCollateralized Bond Obligations, Collateralized Loan Obligations, Microfinance Structured Lending Product, Variable Funding Notes, Repacks, Synthetic Structures including synthetic programs deals for valuation, trigger events, and compliance.
* Formulating and implementing risk management structure for short term trade finance credit exposure. This involved setting up a CDO topped up with a first-to-default CDS.
* Strong exposure to several debt instruments including corporate bonds, syndicated loan facilities, structured lending programs, single name CDSs, Credit linked notes, etc.
* Assisting Collateral Managers on various aspects of the structure including eligibility of investible assets/classes, measuring trigger events, and compliance requirements.
* Represented Deutsche Bank in various industry conferences, seminars and focus group discussion in London.
* Member of various Structured Finance associations (e.g. European Structured Finance association, American Structured Finance association, etc.).

**Evalueserve, Gurgaon** Nov ’05 – Aug‘06

*Location: Delhi, India*

*Team Leader- Investment Research*

*Job Responsibilities:*

* Providing the **knowledge leadership** on projects involving strong functional expertise and domain knowledge in the field of Investment Research, particularly in the areas of derivatives and fundamental valuation.
* Business development activities in the form of industry pitch book preparation, client presentations, etc.
* Led **Industry Coverage Group** for study on Infrastructure asset class for a leading investment bank. The report was later published as a leading study on this asset class.

**Achievements:**

* Successfully **constructed an IP valuation model** for a patent valuation project.
* Prepared Industry Coverage Report on Infrastructure as an asset class with a global focus.

#### ICICI Bank, Delhi May ’04 – Nov ‘05

***Location: Delhi, India***

**Manager- Treasury Sales (Forex and Derivatives), Global Markets Group**

Job Responsibilities:

* Relationship management - Provide views on foreign currency and interest rates movements and **structuring derivative products** to hedge exposures including Cross-Currency Swaps, Interest Rate Swaps, Exotic currency options, Structured Currency Derivatives, etc.
* Designing bespoke derivative solutions for clients including plain vanilla USD/INR options, USD/INR principal only swaps, Quanto Swaps, Constant Maturity Swaps with loaded nock-in/knock-out digital options.
* Frequent travel for **New Client Acquisition** through solo/joint sales call. Frequent visits to regional offices to engage different groups of the bank in new initiatives.
* Presenting credit proposals for derivative limits in regional committees to acquire new clients not holding other relationships with the bank.
* Joint relationship management with trade and asset RMs to cover for treasury and other banking products’ needs to large sized corporate and conducting basic due diligence for creating credit lines.
* Responsible for deal origination from major parts of Delhi and Haryana covering Sonipat, Panipat and Ambala.
* **Organizing client seminars** for clients on treasury and trade products on the bank. Organized such seminars in Delhi, Agra, Panipat, Chandigarh, Bhilwara and Jaipur.
* Working in close conjunction with other groups in the bank to promote cross-selling of treasury solutions to corporate clients.
* **Organizing training sessions** for credit relationship managers and their team of relationship executives on treasury products to enhance product reach.

#### Achievements:

* Consistently exceeded income targets (~**USD 2 million** in 2005).
* Executed many breakthrough deals over the period including Cross Currency Swaps with embedded options, 2y-5y Constant Maturity Swaps, Exotic options, etc.
* Handled volumes of USD 15 million a day in currency trading on behalf of clients.
* Acquired many large sized clients in Delhi and Haryana

#### Delivered Income, volume and qualitative targets for forex and derivatives business.

#### INTERNSHIP

#### CRISIL, Bombay Apr ’03 - Jun ’03

Project Brief: Worked in Structured Finance rating department. Analyzed the static pool behavior of a Commercial Vehicle loan pool in a **Securitization deal** to forecast the pool performance

**Achievements:** Recommended a more objective approach to rating securitization transactions; developed a model that was going to be used for further research. These recommendations were well received by the management.

#### AWARDS AND ACHEIVEMENTS

* Won **first** prize in simulated **Foreign Exchange Trading** game conducted by **Citibank** at IIMB involving dealing in currency futures and currency options in simulated market conditions.
* Obtained **second rank** for designing Object-Oriented solution for Distribution Feeder Reconfiguration out of total of 11 B.Tech. projects in Power System area. The project was presented in **IEEE seminar** in Calcutta.
* Successfully constructed lightening impulse generator that was selected and introduced as a demonstration tool in power systems lab in Electrical Engineering Department at IIT Madras.

#### OTHER ACTIVITIES AND INTERESTS

* Main interests – Football, Music and Reading (Science Fiction, Biographies, History, Financial literature, Science)
* Mentoring juniors.
* Successfully captained school football team in district level tournaments.
* Member of IIMB football team that reached semifinals of inter-college football tournament in Bangalore.