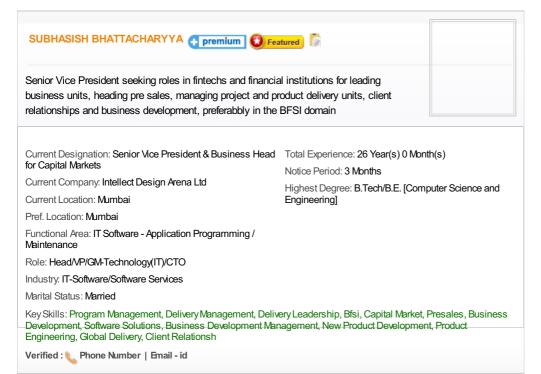


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Last Active: Jan-Mar 2021 Last Modified: Jan-Mar 2021

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Work Experience | Education |

Summary

Business leader in the fintech space with 26 years of techno-functional experience. Equally adept in managing project and product units, and have lead responsibilities spanning across project delivery management and support, product engineering and implementation, technology and business consulting, pre-sales ,client relationship management and account mining. These roles encompassed successfully leading and mentoring large multi-cultural ,multi-location and multifunctional teams. As a person with a growth mindset, have been in the forefront of setting up of aggressive business goals and achieving those targets consistently. A true client partner at all times, nurturing client relationships to help them in their growth journey, and increasing the size of wallet for my organization, has been a key aspect, all throughout. Problem solving comes naturally to me, coupled with the ability to quickly sense stated as well as unstated needs of my clients. Staying updated to cha

Work Experience

Intellect Design Arena Ltd as Senior Vice President & Business Head for Capital Markets Oct 2013 to Till Date

Responsible for business strategy and growth for Securities Trading and Asset servicing product suite either through new client acquisition or account mining

Drive the new technology initiatives for capital market suite of products

Lead key client engagements for consultative solution propositions and workshops for RFP defences, commercial negotiations and contracting

Formulating product roadmap and partnership strategies

Regular updates to analysts on the solution, trends etc. ensuring branding and analyst coverage

Thought Leadership articles, key speaker at business events

Polaris Financial Technology as Delivery Head for Securities Services and Risk Management May 2003 to Oct 2013

P&L accountability, meeting revenue targets through account mining, revenue & cost control, successful delivery and client relationship management, part of steering committee, manage & mitigate risks and accountable for profitability of the group within the organizational standards.

Project managed and program managed pure development, enhancement and production support projects Leading client workshops for product demonstrations and commercial discussions. Proposing solution strategies and presenting the same to dients

Key contributor to numerous War Rooms setup across multiple locations and solution centre, in order to respond to key

Promoted from Program Manager, to Project Director to being Delivery and Enterprise Group Head

Kale Consultants Ltd as Group Manager Sep 1999 to Apr 2003

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Important

· Using Free CV Search you have access to featured candidate profiles of Naukri. You can browse through the profiles and email the candidates of your choice directly using the email option provided. To prevent misuse of candidate information, contact details and attached resume of the candidates have been withheld

P& L, Delivery and relationship management for development and support projects for a corporate banking project portfolio across Custody, Asset based Finance and Fincon applications

Led the transition of application maintenance and support services for multiple applications, from multiple vendors for a top MNC Bank

Promoted from Project manager to Group Manager

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Education

UG: B.Tech/B.E. (Computer Science and Engineering) from Utkal University in 1993

Other Qualifications/Certifications/Programs: Project Management Professional Certification

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Languages Known

Language	Proficiency	Read	Write	Speak
Language	Frontiericy	Neau	AALIC	Ореак
English	Expert	✓	✓	✓
Hindi	Proficient	✓	✓	✓
Bengali	Proficient	✓	✓	✓
Oriya	Beginner			✓

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Affirmative Action

Work Authorization

Category: General US Work Status: Need H1 Visa

Physically Challenged: No Job Type: Permanent

Employment Status: Full time

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