



**SUBHASISH BHATTACHARYYA**

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**Featured**



Senior Vice President seeking roles in fintechs and financial institutions for leading business units, heading pre sales, managing project and product delivery units, client relationships and business development, preferably in the BFSI domain

Current Designation: Senior Vice President & Business Head for Capital Markets Total Experience: 26 Year(s) 0 Month(s)

Current Company: Intellect Design Arena Ltd

Notice Period: 3 Months

Current Location: Mumbai

Highest Degree: B.Tech/B.E. [Computer Science and Engineering]

Pref. Location: Mumbai

Functional Area: IT Software - Application Programming / Maintenance

Role: Head/VP/GM-Technology(IT)/CTO

Industry: IT-Software/Software Services

Marital Status: Married

Key Skills: Program Management, Delivery Management, Delivery Leadership, Bfsi, Capital Market, Presales, Business Development, Software Solutions, Business Development Management, New Product Development, Product Engineering, Global Delivery, Client Relationsh

Verified : Phone Number | Email - id

Last Active: Jan-Mar 2021

Last Modified: Jan-Mar 2021

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## 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 multi-functional 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 clients.

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

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



## 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
English	Expert	✓	✓	✓
Hindi	Proficient	✓	✓	✓
Bengali	Proficient	✓	✓	✓
Oriya	Beginner			✓

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Affirmative Action

Category: **General**  
Physically Challenged: **No**

Work Authorization

US Work Status: **Need H1 Visa**  
Job Type: **Permanent**  
Employment Status: **Full time**

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