

JIGNESH SHAH

Bombay, Ahmedabad | jrndshah@gmail.com | 9082501916

STRENGTHS

- Self-motivated and focused to work under pressure with experiences from all business segments
- Avid reader to grasp commercial & legal issues concerning work profile and related compliances
- Read between lines, go to the bottom of the commercial and legal issues
- Adaptive to various markets – both domestic and international
- Strong in Accounting, Auditing & Management Reporting
- Handle large amount of data with strong accuracy

EDUCATION

The University of Bombay, India | 1986

Degree: Bachelor of Commerce (B.Com) – India

Major: Management Accounting, Accounting & Auditing, Mercantile Law

EXPERIENCE

India Home Loan Limited, India | Nov 2018 - Present

Position: Recovery & Compliance Head

Business Areas: Legal & Corporate Management

Overview: Recovery & Compliance Head in a listed Housing Finance Company (HFC) operating in 3 states and handling 7 city-level branch offices for recovery. Currently a Compliance Head reporting to General Manager, Chairman & Managing Director of the company, with independent charge and major responsibility in Ahmedabad Office for Gujarat's legal, recovery and SARFAESI action cases.

Responsibilities:

- Continuous scanning of loan and recovery data for suitable recovery actions, and for early identification of potential NPA cases
- Analysing legal documents and liaising with legal counsel for suitable legal action / SARFAESI action
- Vetting and drafting additional legal documents at pre disbursement level and advising Credit Department to reduce the impending risks
- Representing the organization for SARFAESI actions before collector, CMM
- In charge of Recovery & Compliance functions at State level
- Identifying potential default cases
- Managing NHB Reporting data

Major Accomplishments:

- Participated in Audit Committee meetings to resolve audit issues and for formulation of various company and business related policies
- Participated in corporate issues across the business segment for its resolve, adaption, framing of various policies

- Worked with various local municipal, housing boards, and housing development agencies for affordable housing segment's recovery and documentation
- Worked on construction finance cases and understand all aspects of complexities
- Successfully procured various subsidies other than the PMAY subsidy
- In charge of Internal Audit Function

Nainil International, Rupu Global Limited, Aarmex Limited, Hong Kong | Feb 2010 - Jun 2017

Position: Consultant

Business Areas: International Trading

Overview: Consultant to 3 HK-based companies engaged in International trading of Chemicals, Metals, Minerals, Plastic Raw Materials, Food Products etc. Hands-on on all areas of business such as Identification & Sourcing of products, Logistics & Shipments, Banking & Finance, Travelling & Business Promotion.

Responsibilities:

- Product Identification, compliance and complete chain of international trade
- Putting together core team for each of the business segments and countries
- Business development in the field of commodity trading
- Legal, Banking & Commercial compliances

Major Accomplishments:

- Instrumental in diversifying and expanding the companies from one product / segment to multinational and multi product organization
- Involved in negotiations of large contracts, legal vetting and international arbitration cases
- Implemented various projects across the world

JB International Sourcing Limited, JB Group, Hong Kong, India | Feb 2005 - Feb 2010

Position: Executive Vice President – World Wide Operations

Business Areas: Trading and Investments

Overview: JB Group, predominantly engaged in Diamond polishing and jewellery manufacturing, was one of the few DTC sight holders. The Group had a net worth of USD 2.0 billion, and its presence was worldwide. It had its own jewellery manufacturing facilities and jewellery brand. The Group, over the years, diversified into Real Estate, Mining, Hospitality, Commodity Trading, TV Shopping and Financial Services across the globe in countries like India, China, Indonesia, Tanzania, Djibouti, Angola, UAE, Oman, and so on.

Responsibilities:

- Project Identification & Analysis, Due Diligence, Legal Compliances, Arranging Finances, Cash Management and Liaising with banks
- Business development in the field of commodity trading
- Legal and commercial compliances, tax issues
- Day to day management and on-going projects
- Arranging core teams for execution of projects

Major Accomplishments:

- Negotiated and drafted large international contracts, legal & commercial vetting, and its implementation
- Involved in legal cases and international arbitration for large value international deals
- Dealt across various business segments with different people for spreading core group values
- Involved in negotiations of large multi-million dollar deals
- Implemented of various projects across the world
- Arranged project finance for various projects
- Member of Core Management Team

BB Star Industries Limited, Hong Kong | Apr 2000 – Feb 2005

Position: Financial Controller

Business Areas: Trading

Overview: BB Star was a Garment, Footwear, Travel Accessories and Chemical trading company incorporated in 1997. The primary focus was on Central American Markets. The directors, who were experienced in same line of business in Thailand, wanted to establish foothold in Hong Kong due to sourcing advantage as major suppliers that were based in China.

Role: Reported directly to the Board of Directors and was primarily responsible for Accounts & Auditing, Management Reports and Financial Management. During the tenure, the turnover grew to USD35 million in spite of political, commercial and financial difficulties in American economies. Extensively travelled to Africa for business development purpose.

Responsibilities:

- Management Accounting & Reporting with emphasis on problem solving
- Maintenance of Accounts, Overseas Branch Accounts and Taxation matters
- Arranging Finances, Cash Management and Liaising with banks
- System Development and Implementation
- Business Development, Customer Relations
- Compliance, Legal and Tax issues

Major Accomplishments:

- Successfully started Africa trade-in commodities even though the company was in different business segment
- Set up of Management Information & Reporting System, and Standardization of various junctions
- Arranged finance and building up team for the growing need of the Company
- Successfully arranged project finance for overseas real estate project
- Efficient Financial Management with substantial cost saving

Anglo Starlite Insurance Company Limited, Hong Kong | Jul 1997 – Apr 2000

Position: Accountant

Business Area: General Insurance

Overview: Anglo was small privately owned Hong Kong General Insurance Company with its major focus on Public Vehicle such as Taxis, Mini Bus and Private Cars. At one point of time, the company was having market share of more than 90% in Taxi and Mini Bus segment. It was operating in a vibrant but fiercely competitive general insurance market that had very large players.

Role: Reported to the Managing Director and looked after accounting & auditing, data collection, interpretation, management reports and preparing periodic statutory returns required by Insurance Authority and Statistical Departments.

Responsibilities:

- In-charge of accounts, data management, management reporting
- Data organizing, interpreting and reporting to various levels
- Projections, cash flow and budgets preparations
- Supervision of Claims data and claims settlement
- Liaising with Auditor and Actuary
- Legal and Statutory Compliances

Major Accomplishments:

- Dealt with numerous data spanning over a decade for accounting and actuarial assessments with accuracy
- System analysis, implementation of various supplementary accounting
- Integrated and streamlined various functions for the organization
- Participation in various business areas

CRB Securities (HK) Limited, Hong Kong | Sep 1995 – July 1997

Position: Investment Analyst

Business Area: Mutual Fund & Investments, SFC Registered Investment Advisory

Overview: CRB Securities belonged to CRB Group and was one of the earliest private sector AMC managing Mutual Fund in India. It was seconded to Hong Kong by the Group to launch Overseas Mutual Fund. The Group had tie ups with Keystone Inc., USA and Daewoo Securities Limited, both in Investment Management fields.

Role: Reported to CEO and looked after research & analysis, investment advisory services, funds analysis & recommendations.

Responsibilities:

- Study of market and legal issues related to launching of Overseas Mutual Fund
- Compliance, Legal and Tax issues
- In-charge of Investment Advisory functions
- Preparation of Research Reports
- Developing investment clientele

Major Accomplishments:

- Study of market and legal issues related to launching of Overseas Mutual Fund
- Legal and other compliances for SFC registration for Investment Advisory Services
- Set up of team to cater India-related investment in Hong Kong

CRB Securities Limited/CRB Asset Management Limited, India | Apr 1993 – Sep 1995

Position: Vice President

Business Area: Mutual Fund & Investments

Role: Reported to the Group CEO and looked after overall management of AMC functions including research & analysis, management of Corpus, legal and statutory compliances, reporting to SEBI and Stock Exchanges.

Responsibilities:

- Liaising with SEBI, Stock Exchange, Custodians and Brokers
- Investment Manager of private Mutual Fund
- Overall in-charge of AMC activities
- Legal and Statutory compliances
- Securities trading

Major Accomplishments:

- Legal and compliances for setting up of AMC, Mutual Fund Scheme, Scheme Finalization and launching of the schemes
- Collected and managing two Mutual Fund Schemes having USD50 million corpus

GIC Mutual Fund, India | Apr 1992 – March 1993

Position: Assistant Administrative Officer

Business Area: Mutual Fund

VCK Share & Stock Private Limited | Oct 1990 – Mar 1992

Position: Senior Executive

Business Area: Investment Advisory

Khatau Junker Limited, India | Oct 1989 – Oct 1990

Position: Deputy Manager – Finance

Business Area: Manufacturing

CERTIFICATIONS / SKILLS

ACCA: Association of Chartered Certified Accountants, UK | Dec 2001

Major: Strategic Business Planning & Development, Strategic Financial Management, Advanced Financial Reporting, Advanced Taxation, Information for Control & Decision Making and Accounting & Audit Practice.

- Eligible to apply membership of Hong Kong Institute of Certified Public Accountant (HKICPA) formally known as Hong Kong Society of Accountants (HKSA)

ACA : The Institute of Chartered Accountants of India, India | May 1987

Major: Management Accounting, Operations Research & Statistical Analysis, Advanced Accounting, Auditing, Taxation, Cost System & Controls

Languages

English: Proficient **Hindi:** Proficient **Gujarati:** Proficient

Marathi: Proficient **Cantonese:** Intermediate **Mandarin:** Basic