

Contact

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Top Skills

Management Consulting
Performance Benchmarking
Market Assessments

Languages

English (Native or Bilingual)
Hindi (Native or Bilingual)
Punjabi (Native or Bilingual)

Honors-Awards

Scholarship
Terrific Award
Extra Miler Award
Knowledge Beacon
Customer Relationship Champion

Publications

Digital Banking in India
"Consistency, Quality and Resilience: The Next Frontier for Productivity Excellence"

Deepesh Goel

Head - Strategy & New Initiatives at Lendingkart Technologies Private Limited
Gurgaon

Summary

I am currently working with a start up in financial technologies space. I am responsible for overall business strategy and work closely with co-founders on investor pitches and partnership proposals. I am also responsible for business development at CoinTribe and head sales function. I am actively involved in all day to day activities from planning to strategy formulation to implementation of the same

I have more than seven years of management consulting and research experience in banking and finance domain with leading management consulting firms. I have worked on projects involving problem solving for banking clients - both Indian and foreign. I have also led small teams on client engagements and have independently handled modules. I have done extensive benchmarking across parameters for banks as well as NBFCs.

I am an avid reader and have also worked on various thought leadership pieces and point of views which have been published and have been acclaimed. I was a double scholarship holder at school. I have also coached more than 10,000 students in part-time capacity in quantitative aptitude and data interpretation.

Experience

Lendingkart Technologies Private Limited
Head - Strategy & New Initiatives
January 2019 - Present (1 year 8 months)
Ahmedabad Area, India

Working on new business initiatives and overall company strategy including expansion to new locations, developing new products / services, driving operational improvement, forging strategic partnerships and also looking at inorganic growth opportunities. In a way, running a start-up within an established fintech start-up

CoinTribe Technologies

3 years 8 months

Manager, Business Development & Product Strategy

June 2015 - January 2019 (3 years 8 months)

Developing overall business strategy with specific focus on product design, product portfolio and lender/investor on-boarding

Working with internal and external stakeholders to build business practice

Preparing investment pitches as well as partnership proposals

Business Development initiatives

Liaison with various vendors

Head - Strategic Initiatives and Sales Enablement

June 2015 - January 2019 (3 years 8 months)

Gurgaon, India

Take care of partnerships at both lender and customer level

Head sales for the organization

Expansion of the organization in new geographies

Involved in day to day planning and overall strategy formulation

The Boston Consulting Group

Consultant

March 2013 - May 2015 (2 years 3 months)

Multiple cases of banking licenses and payment banks in India

Banking transformation cases for Indian and global banking clients

Corporate banking modules on market assessment, product strategy and location strategy

Product portfolio strategy cases for Indian and foreign banks

Worked on thought leadership pieces on Indian banking industry

Team management

Ernst & Young

Senior Analyst

February 2011 - March 2013 (2 years 2 months)

Worked on development of first indigenous payments network in India

Multiple banking transformation cases in India with a focus on public sector banks

Performance improvement and market entry strategy for some of the leading banks and NBFCs

Deloitte

Analyst, Banking and Financial Services Industry

May 2008 - January 2011 (2 years 9 months)

Worked on strategy pieces for some of the biggest banks and financial institutions in the world

Specifically worked on payments and retail banking sector

Developed thought leadership and point of views on various hot topics including global financial crisis, Basel III
