

ANKUSH KUMAR TANDON
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December 2017 till date with WGC Wealth as Head – Business Management and Alliances

- Key member of the set-up team
- Leading the institutional acquisition and business development effort by forging strategic alliances
- Leading Business Synergies across WGC Group companies
- Overseeing business performance of the company

Apr 2017 – November 2017 as Independent Consultant

- Corporate advisory services to a large Dairy Company (assessment of a potential JV, identification of suitable partners and refinancing of corporate loans)
- Identification of a JV partner for a large business house with multiple business interests covering real estate and hotels
- Financial solutions to select HNI clients

Apr 2000 – Mar 2017 with HSBC Group

Sep 2015 – Mar 2017 Head of Resource Practice for Retail Banking and Wealth Management, Global Transformation Centres

- Led and managed a large and complex pool of Business Transformation specialists across India, Poland and Malaysia (Global Transformation Centres) working with the Global Retail Banking and Wealth Management Business
- Doubled the team from circa 200 to over 400 resources in a relatively short span of time by working with internal / external business stakeholders to create a desired pool of resources. Having a fungible global pool of resources resulted in cost saves of USD 4 Mn for the Group

Aug 2013 – Aug 2015 Programme Director (Chief Operating Officer's Office)

- Director of a very large-scale real estate portfolio optimisation programme for HSBC Group in India
- While this Business Transformation initiative entailed movement of over 2500 staff members, the program received a very high satisfaction rating from the employees

Feb 2011 – Aug 2013 Head Distribution, HSBC InvestDirect (HIDL)

- Managed a pan India network of 700 plus staff across 65 branches. Additionally, managed Bank Alliances and over 200 Franchisees
- Led the NBFC, Retail Broking and Wealth Management business in HIDL through a tough phase marked by significant internal changes and regulatory interventions
- Grew NBFC Assets by over 50%
- In line with global imperatives, derisked the distribution network which covered realignment of various channels – exit of the franchisee and bank alliance channel, closure of retail broking branches and restructuring of the NBFC book

Jun 2007 – Feb 2011 Senior Vice President and Regional Head

- Formulated and implemented the Retail Banking Strategy for the Bandra Region (Western India), with the objective of meeting targets on the entire suite of retail banking and wealth management products

- Drove and led a focused sales and service culture across a network of 8 branches (one of the largest regions in India) with 350 plus staff
- Turned the Region around and was consistently Number 1 Regional Head for 3 years in a row. Attended various international events/conventions and won national awards for the same Group in India)
- Received the Best People Manager Award in the year 2009 from Naina Lal Kidwai (then Chairperson of HSBC Group in India)
- Successfully set up the “Underbanked” Model for the Bank (with branches in Hazira, Surat and Deolali, Nasik)

Aug 2004 – Jun 2007 Head NRI Services – North America, New York

- Responsible for building the NRI Business in North America
- Established 2 new Representative Offices in California and Canada despite a complex regulatory environment
- Was consistently the top performing NRI Head across 3 years
- Consistently received good ratings in Internal and External Audits (including regulatory inspections)

Sep 2001 – Jul 2004 Branch Head, Andheri (E), Mumbai

- Andheri (E) has always been one of the larger branches for HSBC in Mumbai with a fine mix of corporate and retail customers. The work entailed directing and driving growth in business from all segments and promoting / executing sales initiatives in order to establish HSBC’s presence and growth in market share
- The Branch stood No 1 across all Branches in India in 2003. Represented HSBC India at the prestigious Group Convention in Mauritius in June 2004

Apr 2000 – Sep 2001 Relationship Manager – Corporate Banking (Payments and Cash Management)

- Corporate Liabilities (as part of Payments and Cash Management) had been identified as a key focus area for the Bank. I independently set up and managed the Corporate Liabilities portfolio for the Western Region
- Managed and acquired a large set of customers across diverse industry segments. Gained expertise in corporate lending, treasury products, relationship management, cash management and global payments
- One of the first RMs to receive an Award from Head Corporate Banking (Western India)

Jun 1995 – Mar 2000 with Andersen Consulting (Accenture)

Jun 1995 – Aug 1997 Staff Consultant

Sep 1997 – Mar 2000 Senior Consultant

- As a Business Consultant, led multiple strategy and process-oriented projects across India and Europe covering diverse industry segments
- Was involved in negotiations with senior client stakeholders while delivering outstanding results

EDUCATION & PROFESSIONAL DEVELOPMENT

- **Master’s in Business Administration** (Marketing and Electives in Finance), NMIMS, Mumbai University, 1995
- **Bachelor of Engineering (Hons) Computer Science**, Birla Institute of Technology and Science (BITS), Pilani, 1993 (CGPA 9.09)