



# Lokeswara Reddy

Associate Director, HSBC Global Markets, India

Financial Markets professional with 8+ years of experience in managing Corporate Treasury relationships and leading Digital Transformation as a product owner. Well recognized for building trust based relationships, work ethic, effective cross-functional and cross-cultural collaboration to deliver seamless technical products for corporates. An alumnus of IIT Madras and IIM Calcutta, India's premier institutes.

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## WORK EXPERIENCE

### Associate Director, Corporate Sales HSBC India

05/2013 - Present

Mumbai, India

- Accountable for generating **9 Mn USD p.a** of revenue by managing **200+ Corporate relationships** across Global and Corporate Banking clients with oversight on SME business
- Successfully achieved **over 10% y-o-y growth** in USD revenues for the bank consecutively for the past 5 years
- Liaising with **Compliance, Legal, Credit & Operations teams** for products and client documentation
- Collaborating with **Relationship Managers, Trade and Cash Management** for funding and trade backed opportunities
- Handled one of the **largest FDI flows** into the country and managed some of the largest MNC clients
- **Developed custom risk management solutions** compliant with all internal and external regulations
- Providing insights to corporate treasuries on suitable forex strategies through **expertise** on products like FX Forwards, **Options, Interest Rate swaps and cross-currency swaps**

## KEY TECH PRODUCTS/PROJECTS

### UniTransact® Global Markets Product Owner (2019 - Present)

- UniTransact - Universal Transaction Banking system that provides **F2B frictionless digital experience** for **cross-border payments** by unifying the interactions of corporates with the bank
- Collaborated with multiple **technology, business and operations teams** in the **agile delivery** of this complex program spanning across multiple systems of the bank
- Revamped various internal processes and established new workflows to enable the key product features such as **ease of booking** a transaction, **visibility and transparency** in processing the transaction, **2 way communication channel** for any issues
- Successfully executed the marketing campaigns resulting in **10x growth** in customer adoption of the platform in **3 months**
- Liaised with corporate customers to collect, analyse, **implement feedback and fix the bugs** identified in the system
- Spearheading the platform rollout not only to corporate customers of HSBC India but also for other **HSBC Asean entities**

### Digital champion for Global Markets

- **Led** digital transformation across various channels to drive **transparency and control** on FX and payments
- Achieved over 30% transition to electronic channels in an year **saving over 500 man-hours per annum** in the South India region
- Spearheading the implementation and migration of clients to the proprietary and third-party electronic platforms
- **Leading Transactional FX Sales** by partnering with Online Payment Gateways and Aggregators and working closely with technology teams to incorporate local requirements and regulations

## LANGUAGES

English  
Native or Bilingual Proficiency

Hindi  
Full Professional Proficiency

## AWARDS AND RECOGNITIONS

### HSBC Champion (2020)

Received the award for the contributions made as Global Markets Product Owner for Universal Transaction Banking (UTB) project

### At Our Best – Dynamo Award (2019)

Received the award in recognition of contributions made to the business as 'Digital for Global Markets Champion'

### Special Recognition Awards (2016 - 2020)

Recognized for more than 12 times in the past four years for leadership, customer centricity, effective collaboration and championing change

## SKILLS

Agile product management

Business Development

Influence without Authority

Business strategy

FX & interest rates

Derivatives Sales & Trading

Communication

Leadership

Risk Management

Microsoft Excel (with VBA), Jira, Confluence, ServiceNow

## EDUCATION

### PGDCM (MBA)

#### Indian Institute of Management (IIM) Calcutta

2011 - 2013

6.88/9

- **Placement Representative** 2011-12 and Member of **Student Council**, elected by over 700 students and in-charge of all recruitment activities; Secured participation of over **50 first time recruiters** and coordinated career counseling sessions
- **Finalist** in the Fintelligence competition for **business valuation** of a beverage company in 2012
- Whitepaper on 'Development of **FII flows sentimental Index** for Emerging Markets', under Prof. Ashok Banerjee
- **99.92** percentile in the **Common Admission Test (CAT)** - 2011 for enrolment in IIM MBA program

### B.Tech. Electrical Engineering

#### Indian Institute of Technology (IIT) Madras

2006 - 2010

8.46/10

- **Core Member**, Saarang 2010; **Led a three-tier team of 160** students and successfully managed the footfall of 50,000
- **Hostel General Secretary, 2008-09** elected by 232 students as sole representative of the hostel in the Student Affairs Council
- Third place amongst **90 teams** in the **National Level Robotics** competition at Shastra the largest Technical Festival in India
- **Certificate of Merit** from IIT Madras awarded in 2007 to the **Top 7%** in the batch of 470 students