

SAURAV DASGUPTA

Dubai, UAE | +971 501-462-766 | sauravdg69@gmail.com | [LinkedIn: www.linkedin.com/in/sauravdg](https://www.linkedin.com/in/sauravdg)

I am a strategic Leader in Corporate Treasury, Cash Management, Cross-Border Payment, and Banking Operations driving evolution in payments, receivables, and liquidity management transforming global payments through innovations.

I have helped organizations in reducing operational costs, enhancing liquidity pool & integrating cutting-edge payment technologies. During my ongoing stint in the current organization, I successfully diversified settlement hubs globally thus ensuring faster collections turnaround time yielding cost of liquidity savings of approx. \$ 500,000 annually.

"It has been an absolute joy to have worked with Saurav for a few assignments at Newgen. He not only has a end-to-end very deep understanding of the Banking Sector, but also creates a very good learning atmosphere around him. He will be a great guy to head/be a part of any team anywhere." ~ Dushyant Thakor, Deputy Executive Director at WAIPA

"A rare combination of professional integrity and personal propeity. Saurav was my Mr. Dependable on a number of occasions wherein he not only demonstrated Thought Leadership in solving complex situations about also took the ownership of executing the task, with poise and confidence. Over the years, he has developed deep domain skills, a learning trait which puts him in a perfect spot for any organization to leverage his strengths. Above all, a compassionate person with a Bias For Action." – Arvind Ganesh, Head - Corporate Client Management, Wholesale Banking, Yes Bank

SKILLS

Functional

Payments & Cash Management | Treasury Operations | Wholesale Banking Operations | Retail Banking Operations | Due Diligence & Compliance | Corporate Client Management | Product Management | Financial Innovation | Risk Mitigation & Control | Business Product Revamp

Technical

SwiftNet | Finacle | Finware / Flexcube | ISBS (TCS) | Accuity Compliance Tool | MS Office (Word, PowerPoint, Excel, Visio, Teams) | Tableau | PowerBI

PROFESSIONAL EXPERIENCE

MASTERCARD, Dubai

Director - Corporate Treasury, Cross Border Services

01/2021 - Present

- Lead a global team of 18 members across Philippines, India, UAE, Mexico & US handling settlement, cash management & liquidity activities as part of MasterCard Treasury.
- Facilitated cross border transactions of approximately US\$ 11 Billion for the year ended 31st December 2023.
- Orchestrated transformation of global Treasury Settlement, Cash Management & Liquidity Operations, and optimizing operational efficiency.
- Proactively led initiatives to establish new global bank partnerships, strengthening network, correspondent, and settlement capabilities.
- Facilitated over 750 million payments and achieved throughput of US \$10 billion in 2021, showcasing an unparalleled dedication to transactional excellence.
- Drove seamless settlement processes to partner banks worldwide, playing a pivotal role in the company's sustained financial success.

Head – Payments, Liquidity, Settlements and Banking Relationships, EMEAA

12/2017 –

12/2020

- Proven success in developing correspondent banking and network partnerships, expanding global financial reach.

DA-DESK FZ-LLC, Dubai

SAURAV DASGUPTA

Head of Operations - Financial Services

04/2014 - 03/2017

- Led a team of 22 members in Dubai and Mumbai for Treasury and Cash Management Operations.
- Contributed towards compliance monitoring of cross-border segments including onboarding of new compliance tools viz.
- Pioneered innovative cash management products, resulting in revenue maximization.
- Conceptualized and executed cross-border ACH offering for BRL, pioneering remittance to Brazil.
- Ensured smooth operations for cross-border remittances in over 100 currencies.
- Achieved an annual throughput of USD 4 Billion with USD 3.6 Million forex revenue in 2015.
- Managed compliance and acted as a business contact for key banking partners like Citibank and DB.
- Assumed a leadership role in the successful onboarding of Acuity Compliance Utility at Marcura, enhancing compliance processes.
- Introduced innovative Zengin and CNY remittance products, enhancing delivery efficiency.

HSBC, Gurgaon & Bangalore

Vice President - Global Liquidity & Cash Management

07/2010 - 03/2014

- Handled RFPs for cross-regional implementation of Cash Management Solutions covering multiple geographies.
- Supervised Host-to-Host/ERP integration and ensuring seamless onboarding of clients.
- Played a pivotal role in introducing new processes and procedures for process improvement in cross-border cash management implementation.
- Led a team of 7 Implementation Managers, successfully implementing Cash Management Products & Solutions.
- Secured clients like Microsoft Corporation, Amazon, GE, and contributed to a revenue of close to US\$ 3 Million.
- Successfully added clients like Swarovski India, British Council, Toshiba, and generating revenue of close to US\$ 80K (INR 37.60 Lacs).
- Pioneered in ushering in the first of the digital banking initiatives (IMPS) in India.
- Managed the E-payment/Receivables vertical for HSBC's Global Cash Management Portal (HSBCnet & HSBCconnect).
- Led client implementation of Cash Management Products in the CMB Sector.
- Managed global corporations viz. Microsoft, Amazon, Doosan Power, Schneider, etc.

3i Infotech, New Delhi

Senior Manager, BPO-Corporate Division

10/2008 - 07/2010

- Contributed to devising 12 processes in retail and corporate banking for the operations centralization project at Ghana Commercial Bank.

NEWGEN SOFTWARE TECHNOLOGIES, New Delhi

Principal Consultant

09/2007 - 10/2008

As the lead in the banking practice vertical I contributed:

- Towards the operations centralization project with Qatar National Bank by devising 18 processes encompassing retail and corporate banking operations.
- Devising the kiosk driven account opening process at Ta Chong Bank, Taiwan

HDFC BANK, New Delhi

Branch Head

02/2006 - 09/2007

- Led comprehensive transaction banking operations at HDFC Bank, Asaf Ali Road branch, leading a team of 90 in wholesale banking.
- Spearhead payment processing (RTGS, NEFT), Remittances - SWIFT, Stock Exchange Settlement Operations
- Spearheaded Forex and Trade Finance operations, ensuring client satisfaction.
- Contributed towards the 'Cheque Truncation' pilot program in India.

IDBI BANK, Noida

Manager

05/2004 - 02/2006

- The role encompassed overseeing branch banking operations in addition to augmentation of branch book.
- Contributed towards making the newly launched Sector 18 Noida branch into an INR 20 crore unit within its first year of operation.

Axis BANK, Noida

SAURAV DASGUPTA

Manager10/1996 - 05/2004

Credits include pioneering shares dematerialization desk at Noida branch which was a direct co-relation to an increase CASA book by approx. INR 10 crores.

Successfully onboarded the first mega corporate salary account (ST Microelectronics) at Axis bank augmenting the CASA book by approx. INR 15 crores.

EDUCATION | CERTIFICATIONS

UNIVERSITY OF LUCKNOW, Lucknow	
MBA (Finance & Marketing)	1996
KANPUR UNIVERSITY, Kanpur	
M. Com	1992
KANPUR UNIVERSITY, Kanpur	
B. Com	1987