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| **Lax Seshan, BE, MBA, ACMA, CGMA** | London, UK • 44 (0) 7432695389  [Lax2000@gmail.com](mailto:Lax2000@gmail.com)  https://www.linkedin.com/in/lax-seshan-334786 |

**Chief Financial Officer (PRA Approved: SMF 2)**

**Results-driven executive with extensive experience leading a wide range of financial operations within challenging environments.**

Exhibit leadership skills with a special talent for transitioning strategy into action and achievement. Adept at identifying areas of improvement in existing processes, formulating robust accounting/finance policies, and developing business solutions. Demonstrated expertise in formulating scenario-based financial models and proposing optimal investment recommendations for enabling informed decision-making. Notable success in launching new bank in the UK (migration from Branch to Subsidiary). Record of success in effectively mobilising human, financial, and operational resources to streamline existing operations and improve P&L figures. Respected as a leader, continually fostering a healthy, diverse, and positive leadership allowing communication to flow and connections to stay above and beyond a professional experience.

**Areas of Expertise**

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| * Organisational Vision & Strategy * Financial Planning & Analysis * Regulatory Reporting * Key Investment Recommendation | * Governance & NED roles * Auditing & Accounting * C-suite Relations * Treasury Management | * Liquidity & Capital management * People Development/Leadership * Prudential Risk * Stakeholder Engagement |

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|  | **Career Experience** |  |
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**State Bank of India (SBI UK Limited)** **2018 – Present**

**Finance Head / Chief Financial Officer (SMF 2)**

Enagage with various stakeholders, including PRA (Prudential Risk, SREP, Capital, Liquidity and Regulatory reporting), Board, External Auditors, Group (Group reporting and MI), and other key external partners to achieve organisational goals. Governance experience including as ALCO Chair and member / regular attendee of Credit & Investment committees, Risk Co, ManCo/ExCo, and Board meetings.

**Key Achievements:**

* Successfully **launched a new bank in the UK** by using strategic leadership / program management skills and deep understanding of regulation and the bank.
* Consolidated **disparate reporting platforms** and developing an integrated governance system and processes for Group (Parent/Market as well as Indian regulator) and for UK regulatory reporting.
* **Grew Return on Capital Employed from 5% to 9%** p.a. through deployment of capital in efficient asset products during a 5-year financial planning and budgeting exercise.
* Enhanced financial performance by strategically utilising funding and liquidity through treasury functions.
* **Achieved a 30% increase in key financial parameters**, including NIM, RoE, and RoA by providing leadership support to the CEO in the achievement of performance targets and strategic objectives as set by the Board.
* Improved risk management and governance by putting together ICAAP, Recovery Plan, and ILAAP documents.

**State Bank of India (SBI UK Limited)** **2015 – 2018**

**Head of Finance workstream & Program Manager**

Led Finance & Tax workstreams to comply with UK external reporting, regulatory reporting, and treasury management requirements. Spearheaded SBI's UK subsidiary initiative, overseeing Governance, Strategy, Business Planning, IT, and Finance/Tax workstreams.

**Key Achievements:**

* Successfully led **regulatory challenge sessions** for the new UK Bank to achieve timely authorisation and development of key governance documents.
* **Streamlined the process** of decision-making and governance in Board and Management Committees by designing and implementing MI & Board packs at the time of new Bank launch.
* Efficiently **executed customer migration** into new Bank via Part VII court process.

**State Bank of India (SBI London Branch)** **2011 – 2015**

**Heads of Departments: (Business Planning, MI/Analytics, Credit and Products)**

**Key Achievements:**

* **Increased customer satisfaction and improved operational efficiency** by leading change for the UK business from traditional bricks and mortar bank to one focussing on Alternate digital channels, transforming the Bank to an “UK retail Bank”.
* Boosted contribution of **online channels from 0% to 75%** of the business over a 2-year period by demonstrating an understanding of customer needs in this segment and managing end-to-end customer journey and product / service standards.
* Effectively managed launch of Buy-To-Let Mortgages platform (Origination & Servicing) and Commercial/Business Mortgages, successfully expanding distribution through branch & intermediaries.

**Citibank International Personal Bank, London 2006 – 2011**

**Products Director & Head of Strategic Development**

Served as a member of the Senior Leadership team, with a Product P&L responsibility for the wealth sales. Managed 15+ specialists focussing on banking, secure lending, wealth, investment and portfolio counselling /advisory services.

**Key Achievements:**

* **Increased product sales and penetration** by executing cross-selling and deepening strategies. Regularly served Top-tier clients to gain insights into the market and launched bespoke products to suit their needs.
* **Launched advisory services** for fixed income and treasury products and cross-sold to transactional clients and expanded the Mutual Funds offering by launching new funds including, UCITS hedge funds.
* **Attracted new client segments and secured market opportunities** by leveraging Citi networks & building solutions.

**Additional Experience**

**Sr. Consultant – Banking & Wealth Management**, OrbiTech /Polaris (Formerly Citibank India Technologies)

**Executive - Wealth**, Netfinex.com (Internet Start-up, co-sponsored by Nasdaq)

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|  | **Education** |  |
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| **CGMA & ACMA (Chartered Management Accountant)**  **MBA (Finance & Accounting)**  **Masters in Management**  **Bachelor of Mechanical Engineering**  **Investments Advice Diploma (RDR 4)** | Chartered Institute of Management Accountants, UK  Krannert School of Management, Purdue University, USA  Anna University, Chennai, India  Madurai Kamaraj University, India  Chartered Institute of Securities & Investments, UK |

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|  | **Governance / Non-Executive roles** |  |
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**Member,** Bank of England’s Practitioner Panel (representing UK Finance members)

**Non-Executive Director / Governor**, Cannon Lane Primary School, London

**Non-Executive Director**, Citigroup (UK) Pension Plan, London