**Vidhi Jain**

**PROFESSIONAL SUMMARY**

Experienced financial analyst with over 8 years of experience in cash management, risk management, payments and regulation & compliance. Experience with Microsoft and KPMG working with corporate accounts.

**EXPERIENCE AND KEY ACCOMPLISHMENTS**

**Analytics, Payments, Regulations & Compliance, and Business Development**

**Redmond, WA - 2015 to Present**

8+ years of experience in Treasury across Cash Management, Foreign Exchange (FX) Management, Risk

Management, Analytics, Payments, Regulations & Compliance, and Business Development

Microsoft Corporation, USA (for Insight Global) Senior Treasury Analyst, Global Cash Management, 2015-

Present

Manage financing and operations cash flows for Global Subsidiaries and Mergers & Acquisitions activities

• Subsidiary Cash Flows - Manage 35+ subsidiaries with annual cash flows of >$5B

o Understand the business trends of cash needs or cash generation by the subsidiaries

o Manage and own end-to-end process to analyze, forecast and report subsidiary cash needs for Corporate

Planning

o Analyze and evaluate monthly cash forecasts, special financing requirements, and long-term cash

forecasting activities

o Ensure each subsidiary and Corporate bank accounts have appropriate controls and authorized signatories

o Serve as a subject matter expert on banking services to Microsoft stakeholders

• Mergers and Acquisitions - Lead 'Day 1' readiness for 4 acquisitions with ~$30B portfolio

o Perform Due Diligence on the historical/future cash balances of all subsidiaries of target organization

o Program Manage "Treasury Integration Day 1‟ with CFOs, Corporate Controllers & Treasurers of target

organization

o Ensure cash and bank account ownership is seamlessly transferred to Microsoft with minimum risk

o Support treasury operations related to close and consolidation, systems planning, internal controls and

reporting

o Post intercompany transactions and forecast future cash flows/ FX and provide visibility to other Finance

teams

o Document learnings from each transaction and improve processes related to Treasury

**Senior Manager, Treasury**

**ICICI Bank - 2008 to 2015**

Advise Small and Medium Enterprise (SME) clients to reduce their FX and interest rate risk

• Financial Risk Management - Manage treasury cash flows of ~$1 billion annually

o Design, Price and Sell customized derivative products like Options, Swaps, FX Forwards etc. to meet clients

"Hedging‟ needs

o Conduct training and seminars on recent Global Market Movements, FX, Economic Indicators etc. for clients

o Lead cross-functional teams (Corporate Banking, Treasury Middle Office & Commercial Banking) to ensure

regulatory

compliance and internal policy adherence. This includes setting right credit limit for the client for each

transaction

o Pro-actively develop treasury solutions to meet FX / regulatory requirements of clients

o Ensure International Swaps and Derivatives Association (ISDA) guidelines are adhered in each deal

o Clarify, analyze, & report the business metrics and financial performance to senior management and client

Executives

o Improve process efficiency by migrating clients to online channels for booking deals / FX confirmations

o Hire, train and mentor employees in Treasury products, Compliance processes and Treasury controls

• Business Development & Sales - Consistently exceeded annual sales targets by 150%

o Manage relationship with Global Clients across industries and advise C-suite on risk management across

industries

o Negotiate terms of the deals with client Executives

o Create treasury sales forecasts and targets for "Markets Group" that align with the growth strategy

o Craft cross-sell strategies with Corporate /Commercial Banking divisions to sell bundled products

o Develop strategies for Greenfield Sales (new client acquisition)

• Develop strategy to acquire clients in new sectors like "Meat Export Industry‟

• Track Foreign Direct Investment (FDI) / Overseas Direct Investment (ODI) deals to identify potential clients

o Coordinate with Business Intelligence (BI) team to consolidate Profit & Loss (P&L) reports

**Intern**

**Cognizant Technology Solutions - IN - 2007 to 2007**

Designed and tested "Finance and Administration" platform for a global logistics company. Received "Pre-

Placement Offer‟

**Intern**

**KPMG - 2007 to 2007**

Worked as part of Consulting panel, MDI on research- "Challenges faced by foreign companies entering the

Indian mining sector'

**EDUCATION AND CERTIFICATIONS**

**MBA in Finance**

Management Development Institute - Gurgaon, Haryana

June 1987 to 2010

**B.E in Chemical Engineering**

Indian Institute of Technology - Roorkee, Uttarakhand

2006