

Ashwani Kumar Dixit

IIT Bombay, SOM

+917757007725 , dixit.ashwani@gmail.com , ashwani.dixit@simsom.in

PROFESSIONAL EXPERIENCE

MBA in Finance & Systems from School of Management, IIT Bombay with **~9 years of experience** in **IT Strategy, Business Analysis & Strategy**. Current responsibilities include leading a team of **Business Analysts** for a large European Bank. Have expertise and experience on **Client Requirements Management, Business Analysis, UAT support, Domain consulting, & process consulting, Solutions Design, Domain Accelerators formulation and strategic initiatives in BFS domain with Cognizant**.

Previous work-ex includes shouldering **Analyst** responsibility in **risk** area with **Investment Banking Division** of Barclays Capital.

Cognizant	Manager- Business Analysis & Strategy	Jul '17 – Till date
-----------	---------------------------------------	---------------------

Responsibilities

- Drive **service transformation** across multiple LOBs for Bank from offshore
- **Requirement Engineer** wearing multiple hats for domain Intensive Capital Markets applications; **analyzing complex business requirements**, translating them into development and testable modules, analyzing business requirements docs, converting them into UAT test cases, QA sign-offs, and UAT validations
- Leading a team of **Business Analysts** working across multiple LoBs-, **Capital Markets, Regulatory & Compliance & Wealth Management** for the bank
- Responsible for formulating a Operating model for delivering **Regulatory Assurance as a service** across bank, built extensive knowledge repository and assets for reuse and accelerated compliance across regulations- **MIFID, EMIR, Dodd-Frank, SFTR** etc.
- Have expertise as Business Analyst across various IB sub domains - Product Control, Financial Accounting, Trade management, Trade Reconciliation, Trade Portfolio P&L Reporting etc.
- Also working as, a Business Analyst in **Front Office Trading** of bank **driving business process assurance**
- **Product Management-** Product planning and execution, -gathering and prioritizing product and customer requirements, defining the product vision, and working closely with the IT, sales, marketing and support departments to ensure revenue and customer satisfaction
- **Optimization of regression test suites** and enhancement of test coverage of key investment/private banking applications
- Instrumental in the creation of valuable **knowledge repositories** and **strategic client presentations**
- **BD Support** for all the RFPs/RFIs, client visits, proactive pitches within the account across Geos/PLs
- Research on the **latest trends and innovations** across the BFS practice, QE&A & industry
- Responsible for tracking and monitoring **Transformation Initiatives** across Product Lines from QE&A perspective
- **Account mining** by understanding the best practices from other projects/accounts and identifying opportunities of improvement within account

Cognizant	Manager DevOps	Dec '15 – Jun '16
-----------	----------------	-------------------

Responsibilities

- Strategic Marketing and Business Development for **DevOps Practice** in Cognizant
- Part of DevOps Core team responsible for formulating Cognizant's **PoV on DevOps**
- Developed **DevOps Transformation Framework** and responsible for identifying engagements and executing DevOps led Transformation
- Liaising with various **Analysts and research organizations** to understand the market and explain Cognizant's PoV
- Responsible for formulating and executing **GTM** strategy for **DevOps Service Offerings**
- **BU Enablement-** Developed and executed BU Enablement plan for empowering leadership & associates with DevOps related knowledge through sessions & webinars
- Developing **Marketing collaterals and solution design** w.r.t. DevOps Solutions

Cognizant	Senior Business Analyst	May'13-Dec-15
-----------	-------------------------	---------------

Responsibilities

- Worked as **Transformation Champion** for a Leading Wealth Management Firm
- **Requirement Analysis & Test Scenario development** for a critical portfolio management Application
- Bid Management & Solution Design for large transformation programs' RFPs, RFIs etc. - Played a pivotal role in formulating a **multivendor TCOE framework** for a bank (deal value **~38 Mil CHF**)

Ashwani Kumar Dixit

IIT Bombay, SOM

+917757007725 , dixit.ashwani@gmail.com , ashwani.dixit@simsom.in

- Developed **transformation roadmap** by identifying the **transformation levers** and savings through each lever over a period of time (cumulatively **29%** over 3 yr. time frame)
- Extensive experience of solutioning and strategizing with different operating models- **Staff Augmentation, Shared Services, Managed Services etc.**
- Exposure to various pricing models- **Transaction based pricing, Outcome/Output based pricing etc.**
- Responsible for BFSI domain knowledge & knowledge management activities within Strategic Business Unit- **building domain accelerators** like ACE models, Business Process Validation, shift left framework
- Conducting **Market Analysis, Competitor Benchmarking** to identify strategic opportunities in different geographies & areas

Infosys Ltd.

Test Engineer

Feb 08 – Jun 11

Responsibilities

- Worked as Test engineer for various clients in BFS and Telecom domain
- Involved in client facing role for Requirement analysis, daily status reporting etc.
- Played the role of **Knowledge Management anchor and trainer for new members** of the team

Achievements

- Awarded **Certificate of Achievement** by **Client** for successfully executing critical project on time/with zero defect & with 100% SLAs
- Awarded **Certificate of Excellence** by **Infosys management** for delivering high level of Customer Satisfaction.

INTERNSHIPS/PROJECTS

Summer Internship, Barclays Capital	Managing risk for cash backed Trading May 12 – Jul 12
	<ul style="list-style-type: none">• Developed an in-depth understanding of the option pricing and how option Greeks capture the change in option premium due to the changes in market parameters• Worked with FX desk, traders and risk solutions team to understand and analyse the various risks involved in option trades• Understood the dynamics of the collateral based trading and conducted an in-depth analysis of the methodologies for calculating the value of collateral• Proposed a method to calculate the initial amount (collateral) on the basis of net delta of the option portfolio• Proved that the proposed method is more efficient and covers the risks of the bank using live examples• Suggested how the proposed method can be operationally implemented along with systems used and MIS reports generated to monitor risks
Collaborative Practicum, Aamby Valley Ltd.	Business Process Re-engineering - Infrastructure & Real estate Aug 12 – Apr 13
	<ul style="list-style-type: none">• To analyse the real estate sector and the best practices being followed in the industry• To suggest a methodology for managing customer life cycle from a financial perspective• To improve the collection efficiency by aligning project management• To build processes for efficient financial control, accounting and financial risk mgmt
	Devising Cross-selling strategy & framework to calculate CLTV Sept 12 – Oct 12

Ashwani Kumar Dixit

IIT Bombay, SOM

+917757007725 , dixit.ashwani@gmail.com , ashwani.dixit@sjmsom.in

Live Project, Tata Capital	<ul style="list-style-type: none">• Understood the product mix offered by TATA CAPITAL and other NBFCs in India.• Identified the cross selling strategies and best practices deployed by leading financial institutions abroad and in India and how they can be applied to Tata Capital• Understood the concept of Share of Wallet and identify strategies that can help the organization to maximize its SOW• Developed a working model for calculating Customer Lifetime value• Proposed a differentiated cross selling strategy that can be adopted by the organization and suggested ways to implement it
-------------------------------	----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------

ACADEMICS			
Degree	Institute / University	Year	%/CGPA
Master of Management	SJMSOM, IIT Bombay	2011-13	8.07/10
B.E., Electronics & Comm. Engineering	Govt. Engineering College, Jabalpur	2003-07	71.4%
Class XII (Board)	G.G.S. Khalsa Higher Secondary School, Jabalpur(MPBSE)	2002-03	80.6 %
Class X (Board)	G.G.S. Khalsa Higher Secondary School, Jabalpur(MPBSE)	2000-01	83.4 %
ACADEMIC ACHIEVEMENTS			
<ul style="list-style-type: none">• Awarded Scholarship by Hindustan Unilever Ltd & ICICI Bank for extra ordinary academic performance at SJMSOM, IIT Bombay• Cleared FLIP certification in Treasury and Capital Markets (2012)• Cleared NCFM certification 'Investment Analysis and Portfolio Management' & 'Financial Markets' (2011)• Cleared Infosys Internal certification 'Intro to Energy Utilities and Services Industry'			
POSITIONS OF RESPONSIBILITY			
<p>Coordinator, Finance Club, SJMSOM, IIT Bombay (Year 2012)</p> <ul style="list-style-type: none">• Organized Finance Continuum- a leadership lecture series of SJMSOM, IIT Bombay• Played a key role in organizing Pre-Budget Session'12 at NDTV India and at IIT Bombay by Bloomberg UTV.• Initiated publication of Institute's Fortnightly Finance Magazine 'FINSIGHT'			
EXTRA CURRICULAR ACTIVITIES & OTHER INTERESTS			
<ul style="list-style-type: none">• Keen interest in stock markets tracking and trading, travelling, cricket and reading• Volunteer for collecting Sponsorship for Avenues-2011, Annual Business Festival of IIT Bombay (2011)• Represented my school in Science Exhibition organized at block level (2003)• Cricket Team captain for JEC, Jabalpur (2005-2007), representation in Inter-collegiate National tournament (2006)			