

Sharath Nair,

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Dear Sir or Madam,

Greetings! I am a senior management professional with around 24 years of solid experience in the Information Technology and Outsourcing industry covering verticals such as Banking Financial Services and Insurance (BFSI), Telecom, Utility, Retail, Government etc. I am currently exploring opportunities within well-reputed organizations that can utilize my experience while allowing me with opportunities to grow.

My experience ranges from undertaking different types of challenges, from setting up, leading and consulting business solutions around technology and outsourcing requirements with various participating organizations in Banking and Financial Services sector, for strategically developing and aligning both internal and external stakeholders.

I have handled multiple programmes / projects across various geographies as well as managed sizable teams, partners and businesses in detail. I am quite tech-savvy with strong basics of both conventional and emerging technologies with deep understanding of Banking and Financial Services domain; with required working knowledge of other aforesaid domains.

While I am passionate about strategic direction, process, teamwork and work-life balance, my strength lies in transforming innovative ideas into a sustainable business with a customer-centric focus. My engagement model has been working and prioritizing on relationships alongside the business. I am self-motivated, driven to succeed and a good communicator.

I have gained commercial and technical acumen of both business and people while multitasking and have the ability to influence people across the hierarchy within multi-national / multi-cultural organizations for business partnering models and developing people.

I'm currently working with Trejhara Solutions Ltd (an Aurionpro group co.) as Vice President – Sales. In this role, I need to oversee and direct the sales team and departments to meet or exceed sales revenue and contribute to the overall profitability of the company with accountability of following key functions:

- India Region Business of 'Interact Suite' product for Customer Communication Management
- New Business, Cross-Selling Business
- End-to-end Customer Engagements and Account Management
- Sales, Business Development, Presales, Solutioning, Contracting, Commercials
- Partner Management
- Resource Management for Project Delivery

Prior to joining Trejhara, I was with Nelito as Regional Business Head (India-South) and National Sales Manager (India) for AML Solution Business for a period of 4-5 years. Before that I was with my own ventures for a brief tenure of 3-4 years. Till then, I worked for multiple leading organisations in the industry since my career start in year 1997. Major part my career spent in:

- Strategic Information Technology Outsourcing business management and related engagements in India and South Asia with Banks, NBFCs, MFIs, Stock Exchanges, Stock Brokers, AMCs, Insurance Companies, Telecom Companies, Utility players, Retail players, Governments etc.
- Handling global requirements of Large Accounts from the region across America, Europe, MEA and Asia Pacific.
- Managing business of Principal Partners from US, Europe, Middle East and Japan in South Asia region.
- Managing Channel Partners across various regions

Over time I have developed the ability to work independently to lead large as well as small corporate engagements either **direct** or **through Team**, especially in the areas of client acquisition, relationship management, delivery operations & prudent financial administration.

While testimonials of my Business Management, Consulting and Operational Experience are captured reasonably in the attached resume and / or at [linkedin.com/in/nairsharath](https://www.linkedin.com/in/nairsharath), for your kind reference, please feel free to get in touch with me for any additional information.

I look forward to a great working relationship.

Kind Regards,
Sharath Nair

CAREER SUMMARY

Experienced Business Leader with successful track-record in

- Information Technology (IT) and Outsourcing with
 - a) strong domain and industry experience in Banking and Financial Services
 - b) remarkable exposure in industries such as Insurance, Telecom, Utility, Retail, Government etc
- Driving growth through focussed customer engagement and mutual value creation
- Leveraging strategic alliances to accelerate growth and acquire newer capabilities to differentiate
- Delivering positive experience to customers, employees and partners through collaboration and personal touch
- Work independently, lead large as well as small deal engagements

KEY COMPETENCIES

- Strategic Consulting
- Business Development
- Sales Cycle Management
- Executive and senior management relationships with Institutional Customers and Strategic Account Management
- Pre-Sales, Implementation, Service Delivery, Resource Management
- Team Development and Management
- Strong analytical and insight-driven problem-solving skills
- Excellent interpersonal and communication skills in dealing with internal partners
- Channel and Principal Partner Development and Management
- PnL Management

Subject / Domain knowledge in: Banking and Non-Banking Financial Services (NBFC) domain across Lending, Deposits Trade Finance, Payments and Settlement, Compliance, Correspondent / Institutional Banking, Data Management and Digital. It covers Retail, SME, Corporate Business and Micro Finance Lending business segments. Money Market and Capital Market Players and Objectives

Solution knowledge in: Customer Communication Management (CCM), Loan Origination System (LOS), Loan Management and Collection System (LMS), Core Banking System (CBS), Payment and Settlement Systems, SWIFT, Anti-Money Laundering (AML), KYC, Enterprise and B2B Integration Systems, E-Learning, BPM-DMS, Reconciliation, RPA, Big Data, Block-Chain, IoT, System Integration, and Services (across Conventional or Digital platforms for emerging business use-cases)

WORK EXPERIENCE

Trejhara Solutions Ltd (an Aurionpro group co.)
Vice President - Sales

06/2021 – Till date

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Nelito Systems Limited (Established by Tata Group in 1995, now a Group Company of DTS Corporation, Japan)

01/2017 – 06/2021

Regional Business Head (India – South Region) & National Manager (AML Solutions – India Business), 08/2019 – Till date

Customer Engagements of Nelito around all Banking and Financial Services Technology offerings in India – South Region and developing Nelito's footprint with new initiatives involving Banks, Non-Banking Financial and Microfinance Companies. Business management responsibility of DTS's AML Solution in India and Sub-continent. As a senior management team member, have been closely involved in setting up and / or growing company's share across Customers, Partners, Vendors and Employees in the region, by aligning Sales, Marketing, Pre-Sales, Products and Delivery functions of Nelito.

Previous Assignments within Nelito:-

Regional Business Head (India – South Region), 02/2018 - 08/2019

Regional Business Head (Middle East, India -West Region & South Asia), 01/2017 - 02/2018

- New Finacle Software business engagements for Nelito through prestigious PSU Banks Amalgamation projects with EdgeVerve (An Infosys Company)
- Strategic association with KPMG around mutual business opportunities around AML Solution, Lending Management Solutions and Digital Transformation
- For Nelito, added new large Customers (new logos) from the Region. Effective Account Management and Mining of Existing Customers.

- Streamlining the Customer Engagement Cycle ‘Lead Generation-Qualification-Proposal-Negotiation-Deal Closure-Implementation-Ongoing Support Services’ by ensuring and driving effective collaboration of Sales-Presales-Products-Delivery Functions within Nelito
- Ensured higher Customer Satisfaction and C-SAT Score with all Existing Customers, so that giving reference of them to a new prospect is win-win situation.
- Instrumental in deepening Nelito’s presence in assigned region through strategic and well-targeted business development programs leading to incremental revenue from new and existing segments / territories.
- Created strong Practice Groups for advocacy in Digital, Mobility and Innovative FinTech solutions around Core Banking Software, Core Lending (NBFC & Micro Finance) Software and Surrounding Software Solutions for opportunities in all most all BFS functions, paving the way for unique proposition of Nelito across the mainstream banking and financial services industry.
- Initiated and enabled the adoption of Nelito’s market engagements in South Asia and Middle East through joint venture partnerships with relevant stake holders for both Products and Services offerings.
- Fast-track Account Coverage, Effective Sales Pipeline Management, Revenue Management, Partnership initiatives, Team Building, Technical Solutions and Services Delivery Management and PnL
- Setting up of Offices and managing a large team combining sales, pre-sales, implementation and service delivery across the region.

Own ventures

03/2013 – 01/2017

Freelance Business Consultant

- Partnership for Solutions from IT MNCs to drive sales and achieve growth across Banking, Capital Market and Insurance Service Sector around Financial Messaging Middleware, Document Management System, Data Quality Solution. Part-time managing family owned business.
- Business Development, Customer Service, Pre-sales, Project Management, Solution Delivery, Software Product Implementation.
- Learning & Development, Human Resources Management, Corporate Affairs, P&L, Finance, Legal, Office Administration, Start-up Ventures & Development, Investor Relations & Development.

Trimax IT Infrastructure & Services Ltd, Mumbai

11/2012 – 03/2013

Account Manager – BFSI

- Business Development of Information Technology (IT) Solutions around Managed IT Services, Data Centre, Cloud offerings through c-level customer engagements with banking industry customers from South Asia.
- Fast-track Account Coverage, Product Partnerships and Channel Partnerships, Created an effective sales pipeline worth of around 5 million US\$ equivalent in 4 months.

Xchanging Solutions Limited, Mumbai (a DXC Technology Company)

04/2000 – 11/2012

Account Head – BFSI (South Asia)

- Major part of the career in various business management roles, has worked with one company which changed hands from SSI Ltd to Scandent Solutions Corporation to Cambridge Solution Ltd to Xchanging (a leading global IT-BPM Solution Provider, later became part of DXC.Technology).
- Ramped up business base by 20% year on year with focussed on boarding of Banks, Corporates, and Securities market players through offerings around Financial Services Solutions such as SWIFT and Payment Systems for Banking and Capital Market, Compliance Solutions (AML & KYC), Enterprise wide and B2B Application Integration.
- Initiated and enabled the adoption of the SWIFT Messaging for Capital Market Players like Stock Exchanges, Custodians, and Corporates beyond conventional banking sector.
- Signed the first Payment and Securities Market Infrastructure (RTGS and Securities Settlement Systems) in Sri Lanka, empowering the SWIFT value proposition amongst Banks and Securities market’s Primary Dealers.
- As business partner’s SPOC, instrumental in creating strong Market Practice Groups by SWIFT for advocacy in Payments, Trade, Corporate Actions, Settlement and Reconciliations for paving the way for unified standards across the securities and banking industry in South Asia. Spearheaded new banks onboarding to SWIFT from India, Nepal, Bangladesh, Bhutan, Sri Lanka & MV.
- Refocused sales strategy to add new customers / markets and expand existing markets - generated proposals, executed customer pitch meetings, and demonstrated product capabilities.
- Go-to-market liaison formulating business solutions for top tier clients, government agencies and regulators across payments and securities markets in South Asia.
- Excellent track record in managing Customers, Principals and Channel Partners in Domestic and International landscape.

Transmatic Systems Ltd, Mumbai

06/1997 – 04/2000

Executive – Marketing

- Responsible for Selling of Computer Communication Solutions (Telex, Fax, SWIFT), Office Automation Products and GIST products (Multi Indian Language Solutions from C-DAC) to Banks, Shipping Companies and OEMs
- Managed Y2K project in all existing clients
- Consistently Exceeded assigned Sales Targets and awarded for performance
- Transmatic Systems Ltd was later acquired by Accel Limited

EDUCATIONAL AND OTHER CREDENTIALS

IHRD Kerala, Thiruvananthapuram, India
Post Graduate Diploma in Computer Application

University of Kerala, Thiruvananthapuram, India
Bachelor of Science in Mathematics, Statistics and Physics

Additional information, well-travelled across South East Asia, UAE and culturally adaptable across various geographies. Can handle Independent Client & Corporate Customer Interactions

LANGUAGE PROFICIENCY

English, Hindi, Malayalam, Tamil

PERSONAL DETAILS

Full Name: Sharathchandran Nair
Passport: Indian