



SHOBHAN DEY

TREASURY & BANKING
CORPORATE TRADE & FINANCE
FOREX & RISK MANAGEMENT
INTERNATIONAL BUSINESS STRATEGY
DIGITAL TRANSFORMATION
BUSINESS FUNCTIONAL CONSULTANT

PROFILE

An astute Treasury and Finance professional who is committed to continuous perseverance and improvement, capable of working under pressure with time as constraints, both as a leader and team member, whilst skilled in meeting and exceeding demanding targets.

Over 18 years’ in Corporate Treasury, Finance and International Business with MNC’s into manufacturing and auxiliary service has taught me a great deal about resilience, adaptation and transformation.

As a management graduate in International Business Finance and Strategy from IIFT make me learned, having gained invaluable experience in structured trade finance, foreign exchange risk management and international business strategy, I am driven by a fervent work ethic and genuine desire for self-improvement.

Reach me at

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GENEXX VALLEY, D. H. ROAD (JOKA)
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INDIA

LEADERSHIP QUALITIES

SELF STARTER

ENTREPRENURIAL

NEVER GIVE UP ATTITUDE

TEAM BUILDING

STAKEHOLDER MANAGEMENT

INNOVATIVE

PERSEVERANCE

RESILIENCE

NEVER STOP EXPERIMENTING

CREATIVE

NETWORKING

VISIONARY

IMPLEMENTER

CORE COMPETENCY

TREASURY	FOREIGN EXCHANGE	DERIVATIVES	HEDGING		
CASH MANAGEMENT	PAYMENTS	COLLECTIONS	BANKING		
WORKING CAPITAL	STRUCTURED TRADE FINANCE		ANALYTICS		
COMPLIANCE	REPORTING	EDPMS	IDPMS	FEMA	MIS
PLANNING	BUDGETING	INVESTMENTS	STRATEGY	M&A	
BUSINESS DEVELOPMENT		DELIVERY	CLIENT MANAGEMENT		
DIGITAL TRANSFORMATION		RPA	ERP	FINTECH	SAP

PROFESSIONAL EXPERIENCE

Start-up Entrepreneur

★ IBFX STRATECH

2017 – Present

IBFX STRATECH is a Fintech Start-up with a vision to professionalize the young and nascent MSME sector, to bridge the knowledge and operational gaps by extending deep domain expert advisory service, managing

- ✓ Treasury and FOREX
 - ✓ Financial Risk Management
 - ✓ Structured Trade Finance
 - ✓ Corporate Finance and Transaction Banking
 - ✓ Cash Management and Payment Solution
 - ✓ Digital Transformation and Technology Adoption
 - ✓ International Business Strategy
 - ✓ Market Access Issues and Trade Barriers, FTP, FTA and Tariff
 - ✓ Overseas Investments and related RBI Compliances
 - ✓ EX-IM Documentations and Compliances
 - ✓ FEMA and DGFT
- Extending Training on Treasury, Trade Finance, Risk Management to multiple corporate
 - Visiting Faculty for Trade Finance, Trade Documentations, Treasury and Forex Risk Management at Indian Institute of Foreign Trade (IIFT)
 - Visiting faculty for Fintech Risk and Compliances at Techno India University in contract with iNurture Education Solutions Pvt. Ltd.
 - Project Analyst and Functional Business Consultant to ProRelevant Inc. USA for analytics and Simulation project
 - Trade Finance and Digital Transformation Consultant to Atheneum Partners for their cross-border clients in Taiwan, Singapore and London (UK)

ACHIEVEMENTS

NEO METALIKS LIMITED

- Successfully **Implemented Lighthouse ERP within 6 months** and finalise AFS as on 31st March 2017 within 3 months from financial year ending
- Implemented **Internal Financial Control and SOP** on critical functional areas of operations
- Develop and implement **Foreign Exchange Risk Management Policy** for the company and reported a **net income** from Foreign Exchange Risk Management of **Rs. 3.04 Cr.** in FY 2016-17 against a reported **negative income** of **Rs. 2.33 Cr.** in FY 2015-16
- Successfully **Reduce Finance Cost** by **Rs. 2.56 Cr.** during FY 2016-17 vis-à-vis FY 2015-16 by negotiating and availing alternate financial debt instruments from Banking system

TEGA INDUSTRIES LIMITED

- Received Well Done Award from company being the primary stakeholder and self-starter for incorporating innovations in the treasury function and successfully incorporate hedging strategy & model in the company that added INR 20 Cr. annually in the bottom line
- Functional Project co-ordinator from Company during implementation of SAP Finance and Banking
- Functional Project co-ordinator and implementor from company to implement the first ever peer-to-peer SAP integration project in India with Standard Chartered Bank for seamless operation of Trade Finance and Cash Management
- Implemented integrated Treasury product, Online Banking and Trade Finance software like CITIDIRECT and CITI-Forex from CITIBANK, Straight2Bank and S2B-Fx from Standard Chartered Bank, HSBC, Axis Bank for seamless Treasury operations, MIS, Reporting and Compliances.

CFO, HEAD - STRATEGY & IT

NEO METALIKS LIMITED

2015 – 2017

Neo Metaliks Limited is a Rupa Group Company, engaged in manufacturing of Pig Iron.

- Overview all financial transactions and accountancy matters, including treasury, banking, audit compliance, IT & Administration
- Work with Managing Director, CEO and Executive Director and key stakeholders to grow the businesses formulating strategies and plans
- Conduct year-end audit and corporate tax return. Liaise with auditors as appropriate, review the statement of tax return
- Ensure that the regulatory requirements of all statutory bodies and banks are met
- Prepare and submit periodical business reports to CEO and Managing Director as requested
- Manage and lead a team of professionals in the organization and analysis of statutory financial results, on a monthly, quarterly and annual basis
- Accountable for continual review of both Accounting Standards plus Regulatory Tax guidelines. Required to analyse impacts, recommending course of action plus ensuring proper application within the context of the business
- Provide guidance and recommendations on all strategic issues plus financial reporting analysis completed
- Preparation of Quarterly Board presentations plus associated backup analysis
- Assist in identifying and communicating relevant business and financial control issues, ensure all data adhere to established accounting principles and corporate procedures, and make appropriate recommendations to departmental functional managers
- Develop reports and variance analysis, develop “the story” around results and writes commentary. Identify issues that are worthy of further root cause analysis and determine process/data sources to deal with them. Perform more complex data analysis for root-cause analysis
- Maintain a strong cross-functional partnership with Factory, Store Operations, Procurement, Asset Protection, IT, Sales, Taxation, Accounts Payable and General Accounting
- Conduct ongoing communications with Senior Leadership and business partners via findings, dashboards, KPIs, other reports- communicating findings, framing issues providing recommendations

MANAGER - TREASURY

TEGA INDUSTRIES LIMITED

2005 – 2015

Tega Industries Limited is a name synonymous with pioneering achievement in the mineral beneficiation, mining and bulk solids handling industries, world over

- Overall responsible for Treasury and Banking function, Forex and Risk Management, Payments & Remittances, Collections, Debt Management, International Trade and Finance, Compliances of the organization and its WOS and overseas branches
- Champions the direction, creation and maintenance of collection and payment modelling and reporting for the International Trade
- Management and oversight of AR Collection/Aging performance and settlement of invoices with Banks against collections. Develop/drive collection strategy and execution. Establish the objectives and metric expectations
- Compiles and communicates all forecast, collection timelines/calendars to worldwide regional and country heads
- Manage Procure to Payment cycle and develop strategy for on time payment both for LC and non-LC vendors integrating Digital Banking Cash Management platforms CITIDIRECT from Citibank, Straight2Bank from Standard Chartered, Axis Direct from Axis Bank, HSBC, Royal Bank of Canada, Bank of America
- Manage Fund and Non-Fund facilities, issuing, recording and maintaining BG, LC, SBLC, PCFC, PSFC, Bill Discounting, Factoring and compliances with Bank and RBI

LANGUAGE

- Bengali is my mother tongue
- Fluent in English (Read, Write & Speak)
- Moderate in Hindi (Read & Speak)

PERSONAL INFORMATION

- Date of Birth: 11/05/1975
- Marital Status: Married
- Nationality: Indian
- Driving License: India
- Passport: India

INTEREST AND ACTIVITIES

I am a people person who loves outdoor activities, games and fitness, socializing and networking, listening to music, travelling, painting and photography

- Oversees all aspects of currency including the consolidation and re-statement of exposure to produce constant rate analysis, liaison with Bank Treasury on the Hedge Program, effectiveness and strategies for complex transactions
- Ensure the completeness of monthly closing reporting for Treasury & Finance. Timely communicate risks and opportunities with foreign currency exposure, with the CFO & Director (Finance), perform the financial analysis of the actual vs. budget monitoring the open and covered exposures
- Single point of contact for all Treasury, Banking Regulatory and Financial reporting issues within the organization
- Partner with CFO, Director (Finance) and CEO to define problem statements with existing finance & treasury processes, compliances and develop the strategies for improvement
- Plan, organize and execute continuous improvement projects from the conceptual stage to execution and evaluation, applying a structured process improvement and change management approach and system, methodology for all aspects of finance & treasury process and people change resulting from project design decisions
- Deliver fact-based recommendations for improvement opportunities, creating lasting efficiency and effectiveness, while understanding and balancing requirements of multiple stakeholders, internal and external
- Participate in various special and strategic projects with other organizational stakeholders
- Works collaboratively with cross-functional teams to coordinate and provide guidance on strategic plans, annual budgets and quarterly running forecasts for payments and collections, forex exposure. Ensures effective communication and timely resolution of conflicts

SENIOR FINANCE EXECUTIVE

SUVIDHA CONSULTANTS PRIVATE LIMITED

2001 – 2005

ACADEMIC CREDENTIALS

★ **Indian Institute of Foreign Trade (IIFT)**

MBA (PGDIB) in International Business – Finance & Strategy, 2015

Research Project:

“Challenges and Issues faced by Indian Corporate with Foreign Exchange Risk Management, Framework and Implementation of Hedging Strategies and Trade-off with Trade Finance Products with some remedial measures”

★ **The Association of Certified Treasury Managers (ACTM), and
The Institute of Chartered Financial Analysts of India (ICFAI)**

Post Graduate Diploma in Treasury, FOREX & Risk Management, 2005

★ **The Institute of Chartered Accountants of India (ICAI)**

CA (Intermediate), 2001

★ **Calcutta University**

Bachelor of Commerce (Accountancy), 1997

TRAINING & CERTIFICATION

★ **Infocus Technologies Institute, Kolkata**

SAP – FICO (Functional Consultant), 2011

★ **SQL Star, Kolkata**

Oracle 9i SQL/PL SQL – Developer OCA, 2004