**Suprateek Sinha**

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**Synopsis**

**13+ years** of experience in the areas of:

- Financial Analysis & Planning - Business Insights - Investment Research

***Presently working as Assistant Vice President with JP Morgan Services India Private Limited since February 2007.*** Looking at leadership positions which require strategic and analytical insights along with team building and mentoring. Proven abilities in setting up new processes and teams

**Organisational Highlights**

**Present Role:**

* Currently leading the Treasury Liquidity Reporting and Analysis team of JP Morgan Corporate and Investment Banking group.
  + Responsible for forecasting and budgeting the Balance Sheet and NII for the Treasury division which also includes validating the Balance Sheet and NII projections for all business in Corporate and Investment Bank division.
  + Key responsibilities involve daily trend analysis across internal stress and LCR metrics across investment banking products and businesses.
  + Providing guidance to markets based teams on Overnight Fund Transfer Pricing based on critical understanding of interest rates, business updates and currency movements
  + Analyzing Cross Currency Funding across the business to highlight major trends across businesses

**Prior Roles:**

* Worked with the Auto Finance team of JP Morgan Consumer and Community Banking group.
  + Reporting and analyzing residual risk metrics for the manufacturing lease portfolio of the group including estimating market value losses and risk exposure.
  + Key responsibilities involve providing projections for residual values of automobile models for manufacturing partners by utilizing key market trends.
* Worked with Finance and Analysis team of JP Morgan Investment Consumer and Community Banking group.
  + Responsible for driving initiatives to deliver cost saves across the group in identified areas of Consumables and T&E expenses.
  + Facilitating the weekly Spend Approval process for the CEO and CFO relating to contract and group expenditure.
  + Local team management includes setting goals and objectives for team members, managing capacity and ensuring accuracy and timeliness along with identifying areas of value addition.
* Worked with the Consumer Banking team of JP Morgan Consumer and Community Banking group.
  + Coordinated with Branch Strategy division to assess performance of Consumer branch network and identify areas of branch consolidation.
  + Providing competitive analysis of branch strategy with competitors to track the positioning of the Consumer Banking group in overall market.
  + Local team management included setting goals and objectives for team members, managing capacity and ensuring accuracy and timeliness along with identifying areas of value addition.
* Worked with the Institutional Sales Support team of JP Morgan Investment Management Americas business.
  + Responsible for planning and monitoring support activities for the Strategy and Sales teams in Global Institutional focusing on the segments of Corporations, Public retirement systems, Endowments and foundations and multi-employer plans.
  + Partnering with the onshore sales and strategy teams to understand their business requirements and provide them relevant and timely market intelligence.
  + Building key metrics relating to sales territory and investment performance for senior management of the JP Morgan Institutional Asset Management Business. Working as an offshore team member of the Planning & Analysis teams of JP Morgan Investment Management Americas and International business.
* Worked with the Investment Management Finance team of JP Morgan Investment Management Americas business.
  + Involved in the development and production of Executive Management Reports (EMR) which provide a snapshot of the monthly review of the JP Morgan Investment Management International Business.
  + Providing key metrics and analysis relating to JP Morgan Asset Management India Business as part of monthly analysis of complete JPM India business to management.
  + Monthly reporting on headcount details and metrics (Attrition rates, Density vis-à-vis requirements, Costs per headcount) for the JPM Investment Management International business.

**Key Accomplishments:**

* Conducting ROA based analysis of balance sheet, P&L and RWA metrics for business groups across Corporate and Investment Bank to facilitate key strategic decision making by management
* Recommending alternative payment structures for existing Dealer Rewards program of the Auto Finance group to remunerate dealers according to performance and reduce costs
* Completed critical analysis for top markets and regions across US for Branch Strategy, an analysis which depicted the Consumer Bank group performance and ranking compared to relevant competitors over the year. This was used by the senior management in their strategy exercise for the bank for 2016.
* Building the process for CFO Spend Approval involving multiple stakeholders across the group, by setting up appropriate check points and key parameters to assess each expense item and facilitating the final sign off for contract spends.
* Identified areas of cost saves which includes eliminating sizeable duplicate assets in technology effecting dollar saves on incremental basis.
* Developing a reporting process for the Territory Manager which consolidates key sales information like Book of business, pipeline, meetings and campaigns for individual client advisors.
* Assisting in the annual goal setting exercise for the Public Funds group based on identifying top 125 public pension plans in US and measuring and monitoring JPM coverage of this list with a view to increase business with the top 125 group.
* Conceptualizing the Pension Funding trackeras a useful tool to reflect changes in funding ratio of a representative portfolio for a corporate pension plan through changes in asset allocation marked by periodic returns in key benchmark indices.
* Utilizing salesforce.com, the primary CRM system for several global and segment specific projects involving crucial information in the form of analysis and new opportunities.

**July’04 –Apr’05 Fine Tech Commercials Pvt Ltd. (Subsidiary of Reliance Industries Ltd)**

**Role:**

* Worked in the Accounts Receivables department of Reliance Petro Marketing Pvt Ltd, Mumbai
* Handling the registration and reconciliation of customer accounts of High Speed Diesel (HSD) division
* Assisting in creating and raising delivery orders for supply to registered clients.

**Systems Knowledge**

* Tableau
* Alteryx
* Qlikview
* Bloomberg
* SNL
* Essbase
* Salesforce.com
* MS Office

**Trainings**

* Asset Management Analyst Training Program(New York)
* Financial Statement Analysis with Franklin West
* Portfolio Management
* Risk Management
* Leadership and Mentoring Skills

**Academic Credentials**

* Cleared **CFA Level 2** from CFA (Chartered Financial Analyst) Institute, USA in June 2013
* **M.B.A. (Finance)** from ICFAI Business School, Mumbai in 2007 **(CGPA 8.77)**
* **Bachelors of Commerce (Hons)** from Shaheed Bhagat Singh College, University of Delhi in 2003 **(Aggregate 58%)**
* **High School (ICSE Board)** from La Martiniere College, Lucknow in 2000 **(Aggregate 80.25%)**

**Personal Details**

Date of Birth : 29th September, 1982

Address : E-306, Rock Avenue, Hindustan Naka, Kandivli(W), Mumbai - 400067

Linguistic Abilities : English, Hindi, Bengali