**Maniranjan Kumar**

Bangalore, Karnataka 560076

+91 750 710 6363 / +91 814 773 1843

[maniranjan.kumar@insead.edu](mailto:maniranjan.kumar@insead.edu)

| **Summary** |  |
| --- | --- |
|  | * 19 years of diverse experience in corporate strategy in starting up, in CEO’s office, in buy-side in a hedge fund, in operations in fund management, and in technology management * Proven ability to work with executive teams in strategy and business planning * Experience in building teams, initiating new set-ups and transition management * Experience of starting up in media and entertainment analytics |
|  | * Working, pro bono, as startup advisor, mentor with several institutions, including IITs and Startup Karnataka, and helping a few startups with product development and product-market fit * Member of INSEAD Angels in India and an active pre-seed stage investor |
| **Experience** |  |
| 2020-Current | **Deutsche Bank Pune**  **Director, Office of the CFO (Head of Engineering, Accounting)**   * Leading an engineering team of 650 employees and vendors distributed across Pune, Bengaluru, Mumbai, Singapore, Cary, London, and Madrid with an annual budget in excess of $50mm * Managing P&L, Accounting and SAP S/4HANA teams * Driving engineering culture across the group and transforming technology processes and platforms in transitioning to micro-frontends, polyglot, CI/CD, Devops, Cloud (GCP), Automation and AI/ML * Building Daily Close strategic platform |
|  |  |
| 2018-2020 | **JP Morgan Asset and Wealth Management Bengaluru**  **Executive Director, OTC Derivatives and Investments Data**   * Managing a budget of $12mm and leading teams distributed across Bengaluru, Singapore and Mumbai to build, enhance and manage all enterprise common applications across Wealth Management * Managing the Investments Data team to transition the investment data and generate consensus across the organization * Collaborating with Tick42, a niche European start-up, to enhance user experience across Wealth Management * Implemented an unsupervised machine learning model that classifies failed trade submissions to regulators and prepares data for resubmission |
|  |  |
| 2014-2018 | **Citi Private Bank Pune**  **Vice President, Data and Client Reporting**   * Managed roadmap, cost rationalization and transition for 12 different platforms with an annual budget of $11mm * Created and supervised team of 104 Business Analysts, Product Owners and Software Developers including 7 Vice Presidents and 19 temporary staff * Consistently rated in the top 10% of the workforce and selected for the prestigious global Citi Institutional Clients Group VP development program as a high potential candidate and as a recognition for building the high-performance team with almost 0% attrition * Transitioned twelve platforms, products and associated processes from global locations as part of vendor consolidation programs and high-cost to low-cost initiatives * Conceptualized and productionized daily investment performance calculation engine on the big data platform * Managed vendors for platforms and processes, which required augmentation and short-term execution |
|  |  |
| 2013 | **Cunomial Bangalore**  **Co-founder**   * Started out as a media and entertainment analytics platform and pivoted to a SaaS product company * Conceptualized and developed the prototype of the platform and built the core team |
|  |  |
| 2011-2012 | **Russell Investments New York**  **Hedge Funds Portfolio Analyst**   * Co-managed USD 1.2 bn in institutional and retail (BB: RMSEX) multi-strategy alternative funds * Prepared investment memoranda and fund positioning documents for monthly, quarterly and annual review processes of sounding boards and investment committees * Monitored and improved portfolio analytic calculation processes for hedge fund products * Supported Portfolio Manager with daily responsibilities, including trade settlement, portfolio pricing, fund reconciliation and liquidity monitoring, taking into consideration portfolio weightings and goals * Attributed performance for multiple hedge fund portfolios/strategies and reported results to Senior Portfolio Manager, executive team and external clients * Developed new products, including a retail hedge fund, one of the firsts in the industry * Interfaced with CEO’s office, heads, sales, marketing, legal, tech, compliance and ops to manage the launch of the business, day-to-day issues as well as longer-term projects to improve existing processes * Managed vendors to implement tools for the business, including Salesforce AIX and RiskMetrics * Established trading processes, offshore account management and commodities collateral accounts |
|  |  |
| 2010-2011 | **Russell Investments Seattle**  **Strategy Manager**   * Rated in the top 10% of the workforce * Diagnosed sales planning and management processes, and established a new standard in sales activity management across Russell, and led the organization-wide implementation of the new standards * Defined transition from SalesLogix to Salesforce for institutional and retail businesses, negotiated pricing, managed stakeholders, created common grounds and provided strategic support * Profiled Russell’s most significant competitors for the CEO and the executive committee * Facilitated one- and three-year strategic planning processes to support short and long term strategic decisions for the large market segment * Analyzed market for Endowments & Foundations and evaluated growth opportunities across segment * Benchmarked RFPs for Endowments and identified key decision criteria for competitive responses |
|  |  |
| 2001-2008 | **Infosys Technologies New York**  **Senior Programmer Analyst**   * Designed and developed account analysis and reporting platforms, consisting of data warehouses, business intelligence and web-based applications/systems * Led a multi-vendor team to introduce the Private Bank account analysis and reporting platform, consisting of data warehouse, business intelligence and web-based applications/systems * Developed an in-house workflow product and a straight-through account opening platform * Analyzed transactions data for position aggregation across asset classes in client portfolio reporting * Developed statement groups, statements and demographic components of the account analysis platform * Campaigned and initiated two $1m engagements as a part of the pre-sales team |
|  |  |
| **Education** |  |
| 2009 | **INSEAD France**  Master of Business Administration (Full-time MBA)  GMAT 750 (Quantitative 51, Verbal 40), Member of INSEAD Private Equity Club and High-Tech Club |
|  |  |
| 1996-2000 | **Bihar Institute of Technology Sindri** |
|  | Bachelor of Engineering (Electrical Engineering)  Secretary of Model and Prototyping Club, Convenor of Photography Club, and Chair of The Electrical Society |
|  |  |
| **Other experiences** | Internship with 3V SourceOne Capital in venture capital (2009)  Internship with Indiabulls Power in corporate finance (2009)  Internship with Damodar Valley Corporation in power generation and transmission (1999)  Pro bono mentoring and advisory for early-stage startups (2017-Current)  Jury and coach for Startup Karnataka, Karnataka Digital Mission and NASSCOM (2020-Current) |
|  |  |
| **Publications** | The investment case for emerging market debt (2012), Journal of portfolio management  Role of floating-rate bank loans in institutional portfolios (2011), Russell Communique  Investing in natural resources (2012), Russell Communique |