

AYUSH KILLA

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KEY STRENGTHS

- Mentoring Leaders: Ability to build bench strength and develop leadership capability for the organization and manage diversity and culture.
- Possess Excellent Networking Skills: Treat people with unfailing courtesy, build rapport, form an emotional bond and achieve organizational targets.
- Communicating and Managing Vision: Ability to build a vision, communicating and specifying the road map.
- Ability to learn and adapt to new technologies and handle multiple projects under pressure: Well developed sense of urgency and follow through.

Current Work Experience:

January'2016 to Present

Poonawalla Fincorp Limited

Designation: Regional Head-Risk Containment Unit

Role & Responsibilities:-

- Setup of RCU vendor portal for effective control on screening/sampling activity for Retail Asset Products.
- Realigning of RCU policies/processes with competition to minimize fraud and improve quality of sourcing.
- Providing vision for conducting mystery shopping/reviews on various departmental activities
- Preparing program based sampling procedures with focus on income documents
- Continuous feedback to various stakeholders in respect of market fraud trend/analysis of industries/clients/markets.
- Creation of RCU dashboard for all India inclusive of various reports and work done by the team members
- Monitoring & maintaining TAT & budget for the region (improvement done to match budgeted cost)
- Guided the team for efficient and effective end to end fraud investigations for fraud prone regions like (Jharkhand/Bihar/Chattisgarh). Keeping close watch on action taken against the investigation.
- Reviewed vendor agreements for the region and suggested changes wherever possible. Prepared de-dupe list in coordination with vendors for effective fraud control. Used vendor capabilities adequately and maximize their productivity through constant monitoring & training wherever required.
- Liaison with regional authorities like RTO, Banks, ITO to reduce failed verifications
- Managing team of 4 location managers of East in Bihar, Jharkhand, WB, and Odisha
- Visiting the locations, training Credit, Ops, Sales and RCU Agency, getting market related information through networking and sharing negative database through market and media news.

Previous Work Experience:

September'2011 to December'2015

ICICI Bank Ltd

Designation: Area Manager-Risk Containment Unit

Role & Responsibilities:-

- Active participation in RCU operation for Sampling for ICICI Bank's Liabilities and Assets Product, Web Trade and Vendor Staff Tracking Software
- Implementing a robust process for continuous monitoring a review of all new account acquisitions and retail assets product.
- Identifying & Concluding on Fraud Perpetrator
- Analysis of Modus Operandi
- Suggesting process improvements
- Logically concluding the cases with no room for ambiguities
- Analysis of Sampling Results to improve on triggers & inputs to business
- Deterrent Action on identified fraudsters
- Cost Agency Payouts, Waivers, Miscellaneous
- New Initiatives to curb fraud losses
- Relationship Management with internal customers like Sales, Ops, Industry
- Self & Team Development

October'2010 to May'2011

KPMG

Designation: Global Risk and Compliance Services- Executive

Work Performed:

- HR Review of Sterlite Industries Silvassa- Complete analysis of company's recruitment, training, appraisal, resignation, retirement and transfer policies
- PV of Sterlite Industries Silvassa and HZL Vizag- Matching book stock with actual stock, keeping an eye on house keeping and safety issues.
- MIS of Sterlite Industries Silvassa and HZL Vizag- Variance analysis on the trial balance, cost sheet analysis to arrive at the value of inventory, analyzing ageing of statutory n other liabilities, verification of cash, BRS, FD'S, reviewed CAPEX plans
- Manufacturing Review of EMCO Ltd. Baroda- Covering following aspects Production planning and control, Material/Inventory Management, Procurement process, HR, Legal Compliance, Finance and accounts.
- Pre Payment Analysis of JSW Ispat Industries- Expense review, Material and Service payment vouching.

Responsibilities and objectives:

- Develop good relationship with client employees and obtain their support to ensure smooth execution of the assignments.
- Take personal responsibility for areas assigned and accept constructive feedback.
- Complete the assigned tasks on time.
- Adapt approach and show flexibility when priorities change unexpectedly.
- Discuss the findings and progress of the assigned areas regularly with the team leader and team members for effective execution of the audit.
- Co-operate with team members to maximize the firms output in terms of quality deliverables.

- Communicate with the client employees on an ongoing basis during audit period so as to get maximum information which would be useful in our reports.
- Display positive attitude towards work, colleagues and clients
- Work hard and maintain high level of drive & vigor at time of pressure.
- Completing the work as per the given instructions/applicable methodology
- Maintaining QPR work paper files during the course of assignment.

Key Learnings:

- I completed the assigned areas effectively and brought out good observations.
- I was able to work on my own and on the additional guidelines given to me by my senior
- I have worked hard towards better understanding of the work processes and their implications on the business.
- I have been able to develop technical expertise in the areas of work during the assignment.
- Regularly discussed the findings and progress of the assigned areas with the team leader for effective execution of the audit.
- Shown a positive attitude towards work, colleagues and client.
- During the assignment, I was able to maintain drive and vigour when the work pressure was high.
- Developed good relationship with client employees and obtained their support to ensure smooth execution of the assignments.
- Coordinated with colleagues to share knowledge and help each other during audit.
- Communicated and escalated the matter effectively as and when it was required

March'2010 to September'2010

Lohia Securities limited

Designation: Equity Research Analyst

Sectors covered: Tea, Shipping and Auto ancillary

Responsibility and activities:

- Fundamental analysis of NSE listed companies, industrial and economic research.
- Having conversation with target companies' officials to gather various information and data involved in fundamental analysis of companies.
- Use of SWOT analysis and Porter's 5 Model to gain insight into companies' future prospects and industry competition structure.
- Valuation of companies through DCF, SOTP, Relative valuation and P/E Model.
- Prepared fundamental research reports on Mcleod Russel, Exide and Bharati Shipyard.
- Presented reports to fund managers, CIO and CFO of different fund houses.
- To provide on job training to juniors to accomplish the work

Key Learning's:

- Developed an understanding on functioning of the securities market in India.
- Gained an insight into developing models for the purpose of valuation of companies.
- Received an exposure in the field of investment analysis.

Educational Qualifications:

Course	Institute	University	Year	% / CGPA
MBA (Finance)	ICFAI Business School	ICFAI University, Dehradun	2010	8 – CGPA
CA Final-1 st Group	ICAI	ICAI	2013	52%
CA (PEII)	ICAI	ICAI	2008	53%
CA (PEI)	ICAI	ICAI	2006	54%
B.com	Bhawanipur College	Calcutta University	2008	64%
H.S.	Sri Jain Vidyalaya	West Bengal Board	2005	72.2%
Madhyamik	Sri Daulatram Nopany Vidyalaya	West Bengal Board	2003	76%

Technological Competency:

- Word, Excel, Powerpoint, Internet, Bloomberg, Prowess
- Meaningful exposure of working in Computer Savy Environment including ERP.
- Completed 250 hours of ‘Compulsory Information Technology Training’ conducted by ICAI

Additional Qualification:

- NCFM Capital Market (Dealers Module) in 2009, secured 72.50%

Project Undertaken:

- Ratio Analysis of Adani Enterprise
- Portfolio management system
- Worked as an Assistant Auditor for Saraf and Chandra
- Assisted in audit of Stesalit Ltd., Turtle Ltd., Tata Teleservices Ltd.

Achievements:

Academic

- Successfully completed summer internship project with “A” grade at ITC-Limited on Sales Promotion strategy of ITC in Personal Care Products segment vis-à-vis Competition
- Attended workshop on business strategy analysis and equity valuation of Apollo Tyres limited with Cygnus Business Consulting and Research.
- Got scholarship worth Rs.50000 in Semester examinations.
- Won first prize for Case Analysis and Presentation on “Russian economy in the Post Soviet Era” at IBS Pune, Finance and Economics Club.
- Active member of EICASA and also a content editor for their E-magazine.
- Successfully completed HDFC bank joint certification program for RM

Sports

- Won cricket tournament in IBS Pune.
- Active volunteer and participant in sports events like table tennis, cricket and badminton.

Cultural

- Helped raising funds for hospitals and Helpage India.
- Active volunteer of the local Durga Puja Committee.

Date of Birth : 21.04.1987

Marital Status : Married

Nationality : Indian

Preferred Location : Kolkata

Languages Known : English, Hindi, Bengali (speaking)

Hobbies / Interests : Blogging, Playing Cricket, Table Tennis and Badminton.

Attitude : A Motivated, Self Confident & Optimistic person.