

**TAPAS KUMAR SAHU**

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**SENIOR LEGAL PROFESSIONAL WITH 29 YEARS OF WORK EXPERIENCE**

**Job Objective, Core Skills & Professional Expertise**

- Assignment in the Legal & Recovery department of a dynamic & growth-oriented company.
- Exposure on diverse functions and business processes ranging from Legal Strategy for Recovery and Legal Case Management, Statutory Compliance, structuring financials of transactions and related commercial activities.
- Ability to cope-up with deadlines, meet commitments and crisis management.
- 29 years of working experience in Profession, Manufacturing & Export Company & Financial Services company.

**Professional Work Experience – 29 years**

**Currently Employed with Poonawalla Fincorp Limited (formerly, known as Magma Fincorp Ltd.) since 1<sup>st</sup> September 1997. PFL is a leading Non-Banking Financial Company (NBFC) in India & it operates through a network of 230+ branches.**

*In my current role, I am heading Central-Legal Team based at Kolkata as well as Zonal Legal Head of EAST Zone in the capacity of AVP. Managing a Team of 31 at Central Team & 19 people in RO including 4 State Legal Heads and looking after inter-alia the following functions and reporting to Head-Legal. Managing for and Against Company litigation and providing Pro-Active support for Legal Collections across all Buckets and all Products, including Asset Based Business (ABF), Mortgage and SME business, satisfying the expectations of multiple stakeholders.*

- Supervising and managing litigation size of about 125000 cases, filed by and Against Company in various Courts in India, relating to 138 NIA, Arbitration, EP, SARFAESI, etc.
- Supervising and monitoring high stake matters in NCDRC, NCLT, High Courts and SC, DRT and DRAT
- Handling special project relating to Legal Collections in both Auto Loans and LAP portfolio in a result-oriented manner, by allocating cases and driving performance by organizing various Review Meets, for Devising and executing Legal strategies, for resolution of critical High ODPOS loan accounts.
- Providing Legal Support to various stakeholders, like Customer Care Team, Sales for resolving Dealer/DSA disputes, Collections, Fraud Control Team, HR for handling employee related issues.
- To create Legal Policy Book from time to time and improve upon and ensure implementation of SOP and TAT for various legal actions, while using various trackers, MIS & Control reports.
- To handle Legal Budgets and control Legal costs.
- Achieving targets for legal recoveries in specific buckets in various portfolio, in close co-ordination with Collection team
- Creating systems for tracking and improving the execution of various legal tools, in various pending cases and constructive hearing and stage movement in each case.
- Arranging and conducting legal training to Collection Team across India, for utilizing Legal orders and tools for putting required pressure for settlement of case.
- Strengthening the network of lawyers and created systems for their performance appraisal, Proper vendor billing and other vendor management tools.
- Handle various Audit & assigned to monitor Operational and Financial control

➤ **Earlier in the capacity of Asst. Manager, Commercial, led commercial team of East & South Zone at Head-Office to look after the retail finance division. Inter-alia job portfolio.**

- Credit Appraisal of the Loan proposals received from the branches
- Analyze loan a/c's in line of various established parameters & guidelines fixed by the company
- Scrutiny of documents, advising to the branches in connection with the legal aspects & execution of legal documents
- Sanction of loans, rejection of proposal & disbursement of sanctioned proposals

- Co-ordination with branches & overall monitoring the credit functions
- Follow up with the branches with regard to compliance of post disbursement formalities, execution & collection of documents
- Termination, Pre-termination of agreements & issuance of no objection certificates (NOC)
- Securitization of documents & handling the various audit functions
- MIS & analysis of performance of branches

➤ **Earlier as an Assistant Company Secretary in MLL looked after the secretarial & legal functions which includes.**

- Dealing with various statutory departments
- Maintenance of statutory records & compliance under various laws
- Attending Court proceedings & Arbitration
- Conference and follow-up with Advocates
- Execution of legal documents

#### **Previous Experience:**

- Worked in R K Vyas & Co, a firm of Chartered Accountants
- Practiced in Calcutta High Court in the early stage of career.
- Employed as Asst. Company Secretary in T & I Global Ltd., Kolkata from 1st November, 1995 to 31st August, 1997. Looked after Secretarial, Compliance & Legal functions.

#### **Achievements:**

- *Cracked old and sticky cases which have led to recovery of substantial debt which was otherwise considered as bad.*
- *Established guidelines for Recovery mechanism through Legal means in turn supporting Recovery teams*
- *Setup expert Legal teams by providing proper training and developing Policy & Process for Legal & System*

#### **Academics**

- B.Com (Hons) - Utkal University, Bhubaneswar
- L.L.B. - Utkal University, Bhubaneswar
- PGDM (Finance) - Institute of Business Administration & Management, New Delhi
- D.E.M - National Institute of Export Management, Chennai
- C.S. (Final Gr.-2) - Institute of Company Secretaries of India, New Delhi

**Membership:** Enrolled as an Advocate with Bar Council of India /West Bengal in April, 1994.

#### **Personal Information**

**Date of Birth** : 1<sup>st</sup> April, 1969

**Father's Name** : Late Narayan Pr. Sahu

**Languages Known** : English, Hindi, Bengali, Oriya