

## Hitesh Rajpal

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### PROFILE SNAPSHOT

- An enthusiastic and achievement-oriented Finance graduate, completed Masters in Management Studies from Sterling Institute of Management Studies and endeavouring to be an asset to the dynamic Fixed Income and Capital Market domain
- Confident, hardworking and a go-getter with an abiding enthusiasm to gain further knowledge and upgrade skills
- Computer proficient with strong numerical and analytical skills; adept at MS Office
- Sincere, energetic, and effective communicator with sound interpersonal abilities as well as strong organizational attributes

### EDUCATIONAL QUALIFICATIONS

Course	Year	Institute, Board/University	Marks
CFA L1	2014	Chartered Financial Analyst	Cleared Level 1
MMS	2010	Sterling Institute of Management Studies	66%
B.Com	2007	Jai Hind College, Mumbai University	65.42%
H.S.C	2004	V.E.S, Maharashtra Board	72%
S.S.C	2002	V.E.S, Maharashtra Board	74%

### ADDITIONAL QUALIFICATIONS

- Appeared and cleared the **M.Com-I** examination
- **NCFM's(NSE) -**
  - Financial Markets Beginner Module
  - Derivatives Markets Dealers Module
  - FIMMDA Dealers Module
  - Option Trading Strategies Dealers Module

### SUMMER INTERNSHIP

**Crompton Greaves Ltd** - Worked as a management trainee with Crompton Greaves Ltd, the objective of the project was a study on the Working Capital Management of the company for which the data was provided by the organization

## WORK EXPERIENCE

Currently working with **Aditya Birla Housing Finance Ltd** since July 2016, as **Snr Manager – Treasury**

- **Senior member of the market borrowing team** – Primary role involves borrowing money from the Debt market both short term and long term, for both the companies ABFL and ABHFL
- Proficiency in fund raising from mutual funds, nationalized banks, FIs, Debt capital markets, having good knowledge of treasury management
- **For last 3 years, have borrowed ~80,000 crore** short term money through commercial papers at rates better than benchmark rates
- As per treasury Strategy, implemented and executed **Market Linked Debentures (MLDs)** a new product to further diversify the product mix and investor base by entering a new category – Super HNIs / Family offices and thereby achieve cost efficiency, as MLDs were around 15-20 bps lower than similar tenure NCDs
- Actively involved in **Cash Flow management/COF projection/Preparing ALCO /ALM Statement** and MF Investments to optimize returns
- As per recent regulatory requirement, I am responsible for computing the daily, monthly, and quarterly **LCR ratios**. I am also assigned the role of **managing an active HQLA portfolio of ~500cr**
- Also involved in Debt Market research, which helps me understand and enables me to time the markets and take important borrowing decisions

Previously associated with,

**LKP Securities Ltd** since August 2010 to March 2016, as Manager – Debt Capital Markets

- Origination and placement of short-term debt and long term debt in the primary markets for NBFCs and Corporates in the form of Commercial Paper, Bonds and other Structured Products
- Preparing bond models and cash flows for structured products and explaining the advantages to both the investor and the issuer
- Study of the financials and history of the credit ratings if any which forms the basis for the price discovery in order to arrive at the short term and long-term cost of borrowings of the corporates
- Regularly interacting with fund houses, banks and insurance companies thereby monitoring their activities in the fixed income market

**Asit C. Mehta Investment Intermediates Ltd** since Jan 2010 – Aug 2010, profile similar to LKP Securities Ltd

**ABN AMRO Central Enterprise Services Ltd** since Sep 2007 – May 2008, as an Analyst – Middle office operations

### HOBBIES AND INTERESTS

- Avid watcher of Formula 1, Football, listening to Music, playing Cricket
- Interested in Computer/mobile technology, both software as well as hardware
- Online and Computer gaming is one of my passions

### PERSONAL DETAILS

Date of birth : 15th May 1986

Marital status : Married

Languages : English, Hindi, Marathi & Sindhi