**Yeshwanth Venugopal**

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**QUALIFICATIONS PROFILE**

Financial Professional with solid and progressive experience in all facets of Banking and Financial services. Possess Middle and Back office Operations experience in Investment Banking and Brokerage. Highly skilled in collaborating with internal and external stakeholders to achieve business and financial objectives. Adept in streamlining processes, enhancing productivity levels and introducing process improvements. Proficient in Microsoft Office applications and intermediate knowledge in VBA. Additional core competencies include*:*

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| --- | --- |
| * Financial Products and Capital Markets | * Leadership and Management |
| * Client Experience and KYC | * Organized and Multitasker |
| * Trade booking and Settlements | * Work under pressure and achieve targets |
| * Risk Management | * P&L Validation and Reporting |

**CAREER HIGHLIGHTS**

* Key player in Operations and subject matter expert across multiple positions.
* Excellent understanding of market mechanisms and trade flows across Industry.
* Involved and managed projects in an efficient manner achieving positive results.
* Enhanced Operational efficiencies with automation using Excel VBA.
* Leadership and Management experience including appraisals of direct reports.
* Expert in client communications and management.
* Problem solver and understand client strategies both macro and micro level.

**PROFESSIONAL BACKGROUND**

**Tullett Prebon Asia (tpICAP) – Singapore (2016 – Present)**

Market Administrator

Manage the Bonds and CDS trading platform and be first level of support on any issues relating to the performance or functionality of the platform. Maintaining the platform’s data accuracy on an ongoing basis and investigation / escalation of any potential issues on a prompt and proactive basis. Hands-on incident and problem management and taking ownership of internal / external client related issues through to resolution.

*Key Achievements*

* SME in Bond and CDS platform in short span of time
* Involved in projects including the recent integration of Tullett – ICAP merger
* Devised Escalation matrixes for proper escalation process within the department
* Put in place proper procedure documents for certain processes which was not in place earlier.

**Markit Asia Pte Ltd - Singapore (2014 – Present)**

Assistant Vice President – Client Management (Dec 2014 - Present)

Managed Client queries and issues proactively and provided support for all MarkitServ related products and services. Developed, maintained and enhanced client relationships with frequent client engagements. Skilful in providing Adhoc training and functional demonstrations to clients and internal stakeholders when needed. Worked closely with Product/Business Management, Sales and Business Analysts alongside participating in system enhancement testing or new product releases.

*Key Achievements:*

* Prepared and presented monthly team reports to the management which aided in the decision making processes.
* Provided Products /Functional presentations to the department to help fill knowledge gaps within the team.
* Involved in minor projects with long term impact on business development.
* Subject Matter expert in MarkitServ platform products and functional flows and key escalation point for client issues.

**Morgan Stanley – Singapore (2008 – 2014)**

Senior Associate, Equity Cash and Client Processing (May 2012 – Nov 2014)

Supported sales traders in daily cash Equity trade bookings and settlements. Provided clients with wide range of services and acted as focal point of contact for their daily booking and settlement related issues. Managed risk from delayed trade bookings or failed trades and ensured prompt escalation of issues to the Business Unit and Management. Involved in client on-boarding process and KYC

*Key Achievements:*

* Extensive knowledge and SME in market mechanisms / regulations concerning allocations / settlement across multiple markets.
* Collaborated collective efforts across Operations, Sales, Stock Loans and Risk Management in addressing risks and enhancing clients experience.
* Managed minor projects to enhance operations efficiency like Omgeo to FIX migration
* First point of contact for escalation of issues relating to High Networth / Sensitive clients.

Team Leader, Income Control – Coupons (Sep 2011 – Apr 2012)

Managed direct reports and organized monthly meetings or individual appraisals. First point of escalation on coupon Accruals/ payments related issues and involved in weekly Management and escalation meetings. Worked closely with internal stakeholders (Trade Support / Trader Assistants/ IT) to resolve exceptions in addition to understanding booking models and addressing root causes. Validated daily coupon P&L by verifying accruals against the payments receipts.

*Key Accomplishments:*

* Leadership and Management – Managed team of 2 direct reports including their appraisals
* Recognized and appraised for quick learning and managing coupon process.
* Represented team in projects to enhance process efficiency – *90% Initiative 2012.*
* Led and managed the transition of coupon process from Singapore to Mumbai
* Travelled offsite (Mumbai) to train new recruits and complete the transition.

Associate, Equity & Fixed Income Position Control (Jan 2008 – Aug 2011)

Heavily involved in reconciling cash flows / trade feeds between risk and Internal Ledger to validate daily P&L reporting. Proactively managed exceptions by constant follow ups / escalations to ensure timely resolution. Assured correct treatment for these exceptions to either by making ledger adjustments or posting journal entries.

*Key Accomplishments*

* Promoted to Associate (Jan 2011)
* Won GOPC quarterly Individual performance award- 2nd Quarter of 2011.
* Lead the transition of multiple processes across departments.
* Involved in multiple projects to enhance efficiency and process improvements.

**Morgan Stanley – Glasgow (2006 – 2007)**

Analyst, Tax Operations and Reclaims (Oct 2006 – Dec 2007)

Facilitated Tax guidance and Reclaim services for Dividends, Coupons and other Corporate Events across EMEA.

*Key Accomplishments:*

* Expertise in custodian depot segregation process and hence been key member in custodian meetings.
* Promoted as permanent employee.

**EDUCATION & CREDENTIALS**

**Master of Science in Business and Management –** University of Strathclyde, UK

**Bachelor of Commerce –** Mahatma Gandhi University, India

**Investment Administration Qualification –** Module 1, 2 & 3

**CMFAS** – Module 3

**Other interests –** Photography, Travelling, Badminton.

**Notice Period –** 3 months