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| **CURRICULUM VITAE** |

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| **PERSONAL DETAILS** |

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| SURNAME | * **Naidoo** |
| FIRST NAME | * **Anesh** |
| NATIONALITY | * **South African/ Singapore PR** |
| RESIDENTIAL AREA | * **Singapore** |
| LANGUAGES | * **English** |

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| **CANDIDATE INTRODUCTION** |

**Anesh** is employed **by DBS Bank** in **Singapore** in the **T&O Consumer Banking Operations as Head of Cash Operations.** He was previously in **Global Procurement and Services division, leading the Operational Sourcing requirement for the Group.** The portfolio extends over 6 countries. He was recruited from **Barclays Bank plc.** out of their **Singapore Sourcing Centre** as a Global Sourcing lead, managing the Group’s global requirement for **Cash-in-Transit, ATM’s, Assets-in-Transit and Foreign currency repatriation**. Prior to this role he was responsible for the Operations Sourcing for the **ABSA** and **Barclays Africa**. His success led to the Global Sourcing opportunity in Singapore.

He was employed by **Standard Bank** as a **Commodity Manager** in the **Procurement** Division. After a successful tenure he was seconded to **Diners Club SA**, a wholly owned subsidiary of the Standard Bank to use his **Purchasing skills in a Sales Environment**. Upon completion of this role Standard Bank redeployed Aneshin the capacity of **Manager – Merchant Services Africa.** He was then head hunted by **Nedbank** for the position of **Senior Product Manager – Acquiring.** Heis now running a **Business Consultancy & Training Service,** with Blue Chip clients. **He has been lecturing Purchasing, Supply Chain, and Bookkeeping & Stores Management** since **2003** on a part-time basis.

Candidate holds the following qualifications:

* Diploma in Purchasing Management – Damelin Management School
* Diploma in Business Management – University of Johannesburg
* Certificate in Business Leadership – Std. Bank Global Leadership Centre & GIBS
* Certificate in Bookkeeping (Institute of Certified Bookkeepers)

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| **EDUCATION AND QUALIFICATIONS** |

**INSTITUTE of CHARTERED BOOKKEEPERS (ICB)**

*Certified Bookkeeper to Trial Balance (2011)*

**STANDARD BANK GLOBAL LEADERSHIP CENTRE (Program by GIBS – University of Pretoria)**

*Senior Manager Leadership Program (2007) Masters rated*

**UNIVERSITY OF JOHANNESBURG**

*Diploma in Business Management (2005)*

**DAMELIN MANAGEMENT SCHOOL**

*Diploma in Purchasing Management (1999)*

*Passed 1st Place*

**STANDARD BANK**

*MDP – Internal Programme - Passed 1st Place (1988)*

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| **PROFESSIONAL MEMBERSHIP** |

* Institute of Purchasing Managers of SA
* Association of Corporate Travel Executive – EMEA Council Member

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| **AWARDS RECEIVED** |

* First Prize Standard Bank MDP - 1988
* Youngest Branch Manager at Nedcor – 1992

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| **EMPLOYMENT DETAILS** |

**DBS BANK Ltd**

**Head of Cash Operations – Self Service Banking Operations** *(Nov 2014 – Present)*

Responsible for:

* Cash Distribution Strategy
* Self Service Banking cash requirement
* Budget & Expense management
* MAS management
* Cash Requirement – Cash in Transit, Cash Processing & Cash Management

Regional Sourcing Manager

* Self Service Banking Sourcing
* Cheque & Statements, Payments Systems
* Stakeholder engagement and management
* Developing Sourcing within DBS
* Spend responsibility circa $150 million
* Developing small and medium businesses in Singapore
* Corporate Social Responsibility

**BARCLAYS BANK plc.**

**Global Category Lead – Cash & Self Service** *(Jan 2013 – Present)*

Responsible for:

* Category Plans – Pan Africa, UK RBB, Western Europe, ABSA
* ATM hardware requirement
* New Vendor Sourcing
* Cash-in-Transit – Pan Africa, UK RBB, Western Europe, ABSA
* Repatriation of Foreign Currency for Barclays Africa
* Assets and Precious cargo movements across Europe, Asia, Africa
* Spend responsibility circa £700 million
* Developing small and medium businesses in UK
* Collaboration in Africa to Set up Cash Processing centres
* Setting up a Sourcing training facility with CIPS for Barclays in Singapore

**BUSINESS TRAINING SERVICES**

***Self Employed*** *(May 2010 – Dec 2012)*

Responsible for:

* Strategic Sourcing Consultancy. Contracted to ABSA as Sourcing Manager – Operations responsible for the following commodities:
  + ATM – Hardware & Software. ABSA & PAN African requirement
  + Card – Plastics & POS devices, Fleet services. Overall Card business process.
  + CASH – Pan African CIT tender. ABSA CIT & Cash Equipment
  + Courier & Storage. ABSA & Pan African. Domestic, International & Mailrooms.
  + Postal Services - SAPO
  + Electronic Catalogues.
  + Staff Coaching & Mentoring
  + Vehicle & Asset Finance & Fleet: Tender for new fleet management facility.
  + Stationery & Paper
  + Policy defining
  + Category Plans & BBBEE
* Business Development & Training
* Training Products Development
* Damelin Lecturer – Purchasing & Supply Chain, Stores, Bookkeeping (since 2003)
* Credit Card/Payments Consultancy – Issuing, Acceptance & Operations

**NEDBANK LTD (American Express South Africa)**

***Senior Product Manager – Acquiring*** *(May 2009 – April 2010)*

Responsible for:

* New Product Development (Visa, MasterCard & American Express)
  + POS devices
  + Value Added Services on POS Devices
  + Payment Gateways & Virtual Acquiring
  + Purchasing Card Solutions
* Optimising Existing Payments Products (Visa, MasterCard & American Express)
* Alignment to Divisional & Bank Strategy (Visa, MasterCard & American Express)
* Financial Management – Profitability, Budgets and cost containment
* Manage Association relationships (Visa, MasterCard, American Express & China Union Pay)
* Negotiate and establish 3rd Party Vendor Contracts
  + POS devices
  + POS Software Development
  + Virtual Payment Solutions & Gateways
  + China Union Pay
* Ensure Statutory and Association compliance (Visa, MasterCard & American Express)
* Manage customised Acquiring solutions (Visa, MasterCard & American Express)
* Corporate Clientele - Sales & Relationship Management to clients using Purchasing Solutions

**Reason for Leaving:** Career Advancement/Start consultancy

**STANDARD BANK**

***Manager – Merchant Services Africa*** *(Jan 2006 – Apr 2009)*

Responsible for:

* New business acquisition – Derive and implement strategy and roll-out project
* Build Business cases
* Payment Switch & Transaction routing specifications
* POS RFP and contract negotiation for 14 African countries
* Portfolio Account Management – Manage each of 14 Country Operations as a separate Portfolio
* Manage Association relationships (Visa, MasterCard & Diners Club)
* Manage competitor activity – Understand local markets that we operate within.
* Financial Management – ensuring profitability, managing audits and cost containment
* Customer Service – set up call centre to manage queries
* Compliance – Ensure compliance for each country and Associations
* Manage Sales Team for Merchant Acquiring
* Manage Marketing Requirement and function
* Negotiate, establish and manage 3rd Party Vendor Contracts
* Sales Staff & Merchant Training
* Corporate Sales & Relationship Manager – PAN African Clients

**Reason for leaving:** Head hunted by Nedbank

**DINERSCLUB SA (PTY) LTD**

***Manager: Customer & Market Insights*** *(Oct 2004 – Jan 2006)*

Responsible for:

* Investigate and implement improvements on Travel Procurement card.
* Re-engineer Purchasing Card processes
* Create enhancements for Corporate & Purchasing Card.
* Implementing marketing strategy.
* Led negotiations with suppliers.
* Identified & negotiated for Concierge services.
* Managing Event management companies.
* Investigate & systems enhancements for corporate products as per clients requirements.
* Compilation and presentation of Business Knowledge reports.
* Investigate approval system to increase turnaround on card approvals.
* Government Sales and Relationship Management

**Reason for leaving:** Secondment completed

**STANDARD BANK**

***Commodity Manager*** *(Oct 2000 – Sept 2004)*

Responsible for:

* Negotiate strategic contracts on behalf of the Bank (Total Spend ZAR1.4bn)
* Strategic Sourcing - Identify, analyse, develop, and qualify a consolidated supplier base to meet current and future commodity needs
* Develop and implement sourcing strategies in support of corporate objectives whilst facilitating a competitive advantage in materials, supplies, or services
* Formulate procurement strategies with a thorough understanding of market factors and key cost drivers of assigned commodities globally
* Forecast and track spends as well as savings and cost avoidance opportunities to ensure preferential pricing
* Management of the IT Telecoms, IT Networks, IT Hardware, Software, IT Services ATMS and Travel Commodities (ZAR1.1 billion)
* Travel Manager for Standard Bank Group and manage in-house Travel Agencies. (Global Travel Spend approx. $80 million over 43 countries)
* Re-write Bank’s Travel Policy in line with latest Strategy.
* Re-write Bank’s Procurement Policy.
* Formulated IT sourcing strategies and ensured implementation with Contract Managers
* Introduced Least Cost Routers and line rationalisation
* Consolidated software packages and appointed a global distributor
* Consolidated hardware supply
* Rationalised Stationery spend of ZAR170 million.
* Investigation & implementation of T & E module on ARIBA Buyer and SAP.
* Draft and finalise Supplier Contracts.
* Ensure that appropriate Service Levels Agreements exist between customers and suppliers.
* Monitor and evaluates supplier performance, ensure they conform to QMS standards and also to customer quality requirements
* Implement Supply Chain Management from of initiation to delivery.
* Supplier Management & Enterprise Development in conjunction with FSC & BEE
* Part of implementation team for the conversion of the Bank towards E-commerce, implement electronic purchasing system.
* Consolidate and re-strategise Bank’s Policy on Warehouse and Stores.
* Ensure Best Practices and constant savings using Strategic sourcing methodology.

**Reason for leaving:** Seconded to Diners Club SA

**CASH PAYMASTER SERVICES (PTY) LTD**

***Manager: Central Procurement & Fleet*** *(Jun 1997 – Sept 2000)*

Responsible for:

* Draft & implement Procurement Policy
* Establish Procurement Department. Manage Group Purchasing for 10 Companies (Approx. ZAR300 million pa)
* International Purchasing for Group
* Implement and control Group Travel agency (ZAR15 million pa). Manage Travel Policy
* Cash Management – ZAR 9 billion under management. 7 Provinces Social Welfare payment
* Implement Supply Chain Management
* All security purchasing: Vehicle design, weapons, communications
* Facilities Management for Group
* Negotiations with Manufacturers to award Group with Dealer Status
* Manage and control warehouse (approx. ZAR5 million worth of Stock)
* Devise and maintain national distribution network between 60 offices.
* Prepare Group Budgets
* Assist with Government Tenders
* Complete Fleet Management function of 800 Vehicles across 7 Provinces
* Asset Disposal
* Control Staff of 6

**Reason for leaving:** Career Advancement

**CAR CARE PANEL & PAINT**

***Self – Employed*** *(1996 -1997)*

Responsible for:

* Business administration
* Procurement

**INDEPENDENT BUSINESS ENRICHMENT CENTRE**

***Regional Manager – KwaZulu Natal*** *(1995 – 1996)*

Responsible for:

* Finance and Development Businesses in the SMME Sector
* Business Training
* Deposit & Lending Products
* Support services
* Staff Training

**NEDCOR BANK LIMITED**

***Branch Manager*** *(1992 – 1995)*

Responsible for:

* Grow Branch Asset Base
* Grow Branch Liability Base
* Manage & Maintain Branch Budgets
* Implement Group Schemes for Companies

**STANDARD BANK**

***Bank Clerk*** *(1987 – 1992)*

Responsible for:

* General Banking Duties
* Foreign Exchange
* Credit Department
* Branch Quality Service

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| **COMPUTER LITERACY** |

Fully Computer Literate

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| **HOBBIES** |

Amateur Chef

Formula 1 Racing

Cricket

Rugby