

MANOJ ARORA

Manager, SEBI

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📍 Mumbai, India

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EDUCATION

Master's of Business
Administration (MBA)

Specialization - Data Science

Amity University

📅 Jan / 2025 - current

**Diploma in International
Banking & Finance**

Indian Institute of Banking &
Finance

📅 Apr / 2025 - current

Bachelor of Engineering

Electrical Engineering

Gujarat Technological University

📅 Jul / 2012 - Jun / 2016

CERTIFICATIONS

- World Quant University - **Applied Data Science Lab** (2025)
- **IBM Data Analyst Specialization** (2023)
- Databases and **SQL for Data Science** with Python (IBM)
- Fundamentals of **Visualization** with **Tableau** (University of California Davis)
- **Power BI** & Power Virtual Agents (Microsoft)
- **Microsoft Power Platform Fundamentals** (Microsoft PL-900)
- Fundamentals of **Data Governance** (Edureka)

CAREER OBJECTIVE

Data and technology enthusiast and experienced capital markets regulator with 6+ years at SEBI – experienced in building end-to-end data pipelines for data extraction, cleaning, and visualization – to support market supervision, risk assessment, and regulatory reporting. Skilled in oversight, administration and business approvals, and policy formulation of Credit Rating Agencies, ESG Rating Providers, and pooled investment vehicles such as REITs and InvITs. Eager to apply data-driven insights to strengthen regulatory decision-making and enhance supervisory effectiveness across capital markets.

WORK EXPERIENCE

Manager, Technology and Data Analytics division

Corporation Finance Department, Securities and Exchange Board of India

📅 May / 2019 - current 📍 Mumbai, India

- Currently working on various projects to check compliance of listed companies against regulatory requirements, analyse and visualize sustainability disclosures by listed companies for insights and automating various internal processes at SEBI.
- Built AI tools for automation of IPO document review, news analysis, business application processing, and detection of investment advice on social media — to enhance efficiency and reduce processing timelines.
- Contributed to the IOSCO APRC Working Group's internal report on RegTech and SupTech.
- Gathered, analysed, and reported data on debt instruments and pooled investment vehicles on a regular basis.
- Worked on formulating guidelines for rights issue of units by REITs, unitholder requirements, expanding definition of green debt securities and introducing ASBA technology in the debt market IPOs for reducing listing timelines.
- Managed registration, approvals, fundraising applications, and supervision of asset monetization vehicles (REITs and InvITs).
- Worked closely with the Reserve Bank of India (India's central bank), Ministry of Finance and other stakeholders on data sharing and debt market reforms.

Assistant Manager

State Bank of India

📅 Dec / 2017 - Apr / 2019 📍 Kerala, India

- Managed credit appraisal and operational compliance for loan portfolios using data-backed Risk Models.
- Conducted risk assessments and evaluated borrower viability through data-driven analysis of financial statements, business models, and repayment capacity.
- Promoted digital banking adoption, including internet banking, mobile Apps and EMV cards, enhancing financial inclusion in underbanked regions.
- Led financial literacy workshops at colleges and community centers in rural India.

- **FinTech:** Foundations, Payments, and Regulations (University of Pennsylvania)
- **Global Financial Markets** and Instruments (Rice University)
- Regulatory Landscape of **Alternative Investments** (University of Illinois Urbana-Champaign)

SKILLS

- Regulatory Data Analytics
- AI & Automation in Supervision
- Visualization & Dashboarding
- Python, SQL and Data Mining
- Regulatory Policymaking

AWARDS AND RECOGNITION

- Presented on **Generative AI in financial supervision** at the IOSCO APCR Meeting (Feb 2025).
- Presented SupTech innovations at SMART 2025, **SEBI's securities market technology symposium** (Jan 2025).
- **Winner of SEBI's inaugural Code-a-thon** (2024) for developing tools for automated document analysis, adaptive Text-to-SQL querying, and interactive visualization.

LANGUAGES

- English (Proficient)
- Hindi (Proficient)
- Gujarati (Proficient)
- Malayalam (Intermediate)
- Spanish (Beginner)

PROJECTS

Processing of voluminous Offer Documents using AI

- Developed a project to automate due diligence for offer documents for fundraising.
- Draft Red Herring Prospectuses filed with SEBI for IPOs are checked against irregularities observed in past documents using LLMs.
- Also incorporates information from news sources for litigation and other information pertaining to the company, its promoters, directors and KMPs. Information found online is compared with the DRHP.
- Generates internal processing notes by extracting information from the DRHP.
- The project has reduced timelines for analysing and issuing observations on DRHPs.
- Also expanding the project to cover other types of voluminous documents.

Business Process Automation Tools

- Developed a project for automating the processing of applications submitted by Acquirers of significant stake in listed companies to ensure compliance with regulatory requirements.
- Data on past shareholding, trading volumes and other corporate disclosures is extracted from the websites of stock exchanges using web-scraping (through APIs) and analysed (using python and Javascript).
- Internal processing notes are also generated by extracting information corporate disclosures.
- This has significantly reduced processing time for such applications.
- Similar projects are being built for other applications such as Open Offers, Schemes of Arrangements, etc.

AI for Offsite Supervision of listed entities

- Developed a project for offsite monitoring and regulatory compliance checking of listed companies across multiple exchanges by pulling disclosure data (through APIs) and querying such disclosures using LLMs.
- Project further utilized for debt-listed entities and other intermediaries by other departments of SEBI.

Analysing online videos

- Developed a project that analyses videos on online platforms (using transcript, video statistics, thumbnail, etc.) to detect if they contain improper investment advice or violate any guidelines issued by SEBI.

SQL Database Design

- Designed SQL database for digitization and workflow automation for inspections conducted by SEBI.
- Designed SQL database and workflow for application for registration of ESG Rating Providers.