



TrainingCentral

Profile – Domain Expert DE0249

Qualifications

- B.Sc (Hons.) Mathematics
- Associate of The Indian Institute of Banking
- Certified Bank Trainer: Joint Certification by NIBM & IIBF
- Certified by IIM, Ahmedabad (Summer School)
- Certified in Corporate Credit by Moody's
- Certified in Foreign Exchange Operations by FEDAI & IIBF
- Certified in Trade Finance by IIBF
- Certified in Derivatives by IIM, Indore

Base Location:

Delhi, India

Domain Area:

Banking, Law, Valuation

Please fill this in. This is for TC Use. We won't be publishing this.

Areas in which you seek engagement

Domain Expert, Training

Organisations Worked for

- HDFC Bank Training - Wholesale Banking (6)
- SBI Life Insurance Co. Ltd (2)
- SBI (22)

#Years of Experience:

42

Sub-Domain:

Payment Systems, Transaction banking, Cards, Valuation

Engagement Status

Freelancer

Key highlights

- Highly skilled and results-driven banking professional with over 42 years of experience in managing diverse banking functions, specializing in SME and corporate credit.
- A seasoned trainer with expertise in designing and delivering comprehensive training programs.
- Proven ability to build and maintain strong client relationships, optimize processes, and drive business growth.
- Process expertise and skill build up for back office teams in trade finance, payment solutions, account opening process teams, audit and compliance.
- Champion in Re-designing the process of various commercial processes in SME and Corporate lending and trade business through centralised processing. Studied about 30 domestic and International Banks for adopting the best practices and ensuring implementation for the same through sustained co-ordination between IT and process teams and through appropriate training of resources.
- Act as expert faculty (Expert domain being credit risk analysis and International trade finance) for selected programmes (Have been instrumental in training about 10,000 persons directly in areas of Institutional funding, Cross selling and effective customer handling).
- Skill Build up in functional and behaviour aspects of 14,000 resources in Business sourcing teams in Banking domains like Corporate Banking, Emerging Corporates, SME and Financial Institutions business, Agr Business and Retail Banking.
- Ensuring skill improvement in support teams like Audit, IT, Credit & Risk, Finance etc.



TrainingCentral

- Training need analysis post Business discussions for above referred resources.
- Ensuring designing of appropriate training deliverables/programme designs.
- Ensuring appropriate content development for effective training delivery.
- Arranging to get the trainings delivered through class room/e-learning initiatives.

Current Engagements, Retainers, Associations

- Clients include Financial Institutions, Management Institutes, and Banks directly and through CRISIL, NIBM, FEDAI and various other institutes for designing and delivery of training programmes.
- Have been successfully doing programmes on Credit risk as well as Trade Finance for the following clients:
 - HDFC Bank Ltd,
 - Yes Bank Ltd,
 - RBL Bank Ltd,
 - Axis Bank Ltd.
 - IDFC First Bank Ltd.
 - J&K Bank Ltd,
 - Mizuho Bank
 - Punjab & Sind Bank Ltd. And Punjab National Bank
 - Personally trained 25,000+ resources mainly in the areas of Credit risk and Trade finance matters.
- Had been Advisor to various Institutes in the areas of Learning and development including Boston Consulting Group, Amity Training and Development Institute and FEDAI.

Career as an Employee

Organization : HDFC Bank Training - Wholesale Banking

Designation : Training Head

Period : 04/2007 – 2022

1. Ensured adequate skills for resources in Credit Risk and Trade Finance for the Bank for both front line as well as back office operations including Relationship Managers, Territory Heads, resources on Trade Finance Desks and Trade Finance Operations through both physical and digital modes.
2. Transformation of entire training philosophy and model from the existing productivity of 0.2 training man-days per employee per year to 4 days training man-days per employee per year along with increase in training penetration from 30% to 98% in 12 years period for 1 lac plus resources
3. Skill Build up in functional and behaviour aspects of 14,000 resources in Business sourcing teams in Banking domains like Corporate Banking, Emerging Corporates, SME and Financial Institutions business, Agr Business and Retail Banking.
4. Process expertise and skill build up for back office teams in trade finance, payment solutions, account opening process teams, audit and compliance.
5. Ensuring skill improvement in support teams like Audit, IT, Credit & Risk, Finance etc.
6. Training need analysis post Business discussions for above referred resources.
7. Ensuring designing of appropriate training deliverables/programme designs.



TrainingCentral

8. Ensuring appropriate content development for effective training delivery.
9. Arranging to get the trainings delivered through class room/e-learning initiatives.
10. Act as expert faculty (Expert domain being credit risk analysis and International trade finance) for selected programmes (Have been instrumental in training about 10,000 persons directly in areas of Institutional funding, Cross selling and effective customer handling).

Organization : SBI Life Insurance Co. Ltd.: North – Regional Head (Bancassurance)

Designation : Lead & country Head

Period : 2007-2009

1. Distinguished efforts towards handling the sales of part of Northern states (Delhi & NCR, Rajasthan, Parts of UP and Uttaranchal).
2. Also responsible for managing operational outfit catering to Northern states.
3. Mentoring a large team of youth for both sales and operations wings.
4. Achieving budgeted sales and ensuring after sales service.
5. Was achiever by ensuring elevation of North Region from seventh position to No. 1 position among 13 Regions in India in Bancassurance Channel..

Organization : SBI Bank

Designation : Assistant General Manager

Period : 1983 – 2006

- Branch Manager : Three Large size Branches in Delhi, Haryana and Rajasthan with large liability and asset Business.
- Relationship Manager: Corporate Finance : Portfolio included sourcing of 13 large Corporates with Rs.3000 crores plus of funding.
- Credit Head: For 40 Branches with portfolio of Corporate, SME and Agr funding in Rajasthan.
- Champion in Redesigning the process of various commercial processes in SME and Corporate lending and trade business through centralised processing. Studied about 30 domestic and International Banks for adopting the best practices and ensuring implementation for the same through sustained co-ordination between IT and process teams and through appropriate training of resources.

Commercials for DE

- Rs. 900,000/- plus taxes (Rupees Nine Lakhs Plus Taxes)
- Other terms and conditions to be submitted if requested.