



## Work Experience

December 2011 – December 2016

Mumbai | Singapore

**Senior Vice President & Country Head**  
**ABC**

Built and established the SGX brand across all product and market segments and increased the market share of India listings on Singapore Exchange.

- Successfully set up the India representative office, the first by a foreign Stock Exchange in India.
- Uniquely positioned SGX's product suite amongst both private and public sector corporates & channel partners.
- Built the SGX brand across all products like Reits/ Business Trusts/ Equities/ Bonds /Derivatives & established SGX as a leader in bond listings in India.
- Raised USD 67 Bn through bond listings capturing 80% market share for fixed income products.
- Positioned SGX and Singapore as the Masala Bond HUB in Asia, raising over USD 2.5 Bn. Notable deals included NTPC, Adani Group, Fullerton, India Bulls Housing Finance and Deewan Housing.
- SGX captured 80% market share for equity and equity derivatives in partnership with National Stock Exchange.
- Managed & deepened relationships with strategic partners NSE & BSE.
- Interface with Regulators SEBI/RBI/MOF and responsible for all regulatory filings & compliance requirements for the representative office.

July 2008 – November 2011

New Delhi

**Vice President – Wealth Management**  
**DEF**

Built and established a successful Ultra High Net-Worth Wealth Management business in Delhi.

- Successfully positioned the bank as one stop solutions provider for their financing needs by acting as a coordinator amongst different business verticals of the bank including Investment Banking/ Real Estate/ Infrastructure/ Private Equity/ Institutional Sales & Trading And Wealth Management.
- Provided customized solutions to clients using the Open Architecture Model and leveraged the Comprehensive Product Platform comprising Equities /Fixed Income / Trading/ Structured Products/ Alternate Investments and Lending Solutions.
- Successfully created the largest portfolio of Assets Under Management amounting to USD 100 Mn and was one of the top revenue generators.
- Deep Client relationships at the CEO/ CFO level across corporates and family offices.
- Provided regulatory interface for Morgan Stanley with the bureaucracy and Central Government.
- Worked closely with Investment Banking on Large Disinvestment mandates from Government of India ie., COAL INDIA – USD 3 Bn and NMDC – USD 3 Bn.

July 2004 to May 2007

Singapore | Zurich

**Advisor Private Banking**  
**XYZ – Zurich**

Developed a client base of high net worth individuals in India and position both entities as preferred banking partners.

- Successfully built a niche franchise with reasonable assets under management using the open architecture model, comprising Structured products, Tax and Estate planning, Trust & Corporate Services.

November 2002 – January 2004

New Delhi

**Head – Business Development**

**GEC**

Established Business Development as a growth engine for the corporate and retail business, significantly increasing the size of the asset book with an emphasis on longer tenor assets and enhancing the Return On Investment (ROI) and Net Income (NI) of the company.

- This was successfully achieved by adopting a four pronged strategy;
  - Broad basing the product range – Introduced Operating Lease for Financing equipment / aircraft loans & Real Estate Financing
  - Syndication and securitization of assets - Securitized assets aggregating USD 80 m in 1st year of operation.
  - Portfolio acquisitions - Created wing to wing capability of structuring & executing deals of USD 1 m to USD 50 m across different asset classes - Commercial vehicles, single tenant real estate, corporate & equipment loans.
  - Setting up of joint ventures to expand distribution and reach - Initiated discussions for acquisition of strategic stake in a private sector bank.
  - Worked on Six Sigma cluster projects to ensure use of best practices, reduce Turn Around Time & enhance productivity

October 1994 – December 1999

New Delhi | Hong Kong

**Chief Representative & Vice President**

**HIJ**

Built Salomon's franchise in India and established it as a significant player in cross border Equity & Debt transactions.

- Successfully set-up the India representative office for Salomon Brothers.
- Positioned Salomon as one of the leading international banks for GOI Divestments. Secured major deals including VSNL, MTNL, SAIL and ICICI, raising USD 1.5 Bn through equity offerings in the international market.
- Completed fixed income transactions for private corporates and financial institutions including Reliance and ICICI amounting to USD 500 Mn.
- Spearheaded the Representative Office and regulatory interface with Reserve Bank of India, Ministry of Finance, Income Tax Authorities and other regulatory bodies.

August 1990 – September 1994

New Delhi

**Assistant Vice President – Corporate Finance**

**BOA**

Provided investment and advisory services to existing corporate clients for Capital Market transactions and Structured Finance.

- Secured and executed the biggest Structured Financing mandate for the National Airports Authority of India (NAAI) for the modernization of the Delhi & Mumbai Airports. The USD 110 m deal involved multi-source export credit financing from 4 countries - US, UK, Canada & Spain with a unique combination of grants, soft loans and commercial credits. Generating fee income of USD 4 Mn.
- Successfully lead managed Initial Public Offerings for large Corporates raising over USD 200 Mn.
- Successfully completed syndications / placements with Term Lending Institutions / Commercial banks amounting to USD 100 Mn.

February 1986 – July 1990

New Delhi

**Assistant Vice President – Merchant Banking**

**TUV**

Provided Capital Market access and Advisory services to existing Corporates clients.

- Successfully leveraged existing bank relationships with companies including The Thapar Group, Shriram Group, Modi Group, J.K. Singhania Group, Carrier Aircon, Shriram Honda, JCT, Ballarpur Industries and Godfrey Phillips to win deals and enhance revenue for the bank.
- Lead managed domestic IPOS's (rights / public issues / offer for sale) for large industrial groups raising USD 400 Mn.
- Syndicated loans from Term Lending Institutions / commercial banks for companies including Gyan Leather Board, Carrier Aircon, JCT, J K Tyres aggregating USD 200 Mn.
- Provided advisory services including assistance with regulatory approvals to foreign companies proposing to set up joint ventures / wholly owned subsidiaries in India.