

# RESUME WORLD INC.

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## CAREER PROFILE

An experienced **Senior Investment Professional** with over 10 years of progressive experience in the Banking/Investment industry. Key areas of expertise includes: **FX, Treasury and International Capital Markets, Trading, Risk Management & Control, Policy Implementation, Structured Derivatives Product Marketing, Market Segmentation, Origination and Syndication of Bonds, International Private Banking, Financial Planning and Business Development.**

A proven track record in linking corporate vision to the delivery of desired results through people empowerment and the effective use of resources, processes and technologies. Demonstrated ability to plan, develop and manage investment portfolios in excess of \$37 million with a keen focus on maximizing gains while maintaining appropriate risk tolerance levels.

A strong motivator and team player with effective leadership, communication, decision making, problem solving and interpersonal skills, together with a bottom-line corporate focus and a results-driven attitude.

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## ACCREDITATION/LICENSES/EDUCATION

2007	<b>Licensed Financial Planner</b>
2006	<b>Licensed Investment Representative with Options (Ontario)</b>
2004	<b>Canadian Investment Manager Designation (CIM)</b>
Active	<b>Fellow of the Canadian Securities Institute Designation (FCSI)</b>
2003	<b>B.A Degree in Business Administration (Gujarat University)</b>

## PROFESSIONAL EXPERIENCE

RBC WORLD MARKETS, Toronto, Ontario

**Senior Regional Director, Financial Risk Management and Control, 2008 - Present**

- Direct and manage all aspects of project development and implementation (OMARK) for front-line and back office FX, Treasury and Derivatives Products reporting system
- Oversee the Senior Risk Policy Setting Committee (Markets and Trading Risks), providing guidance in the formulation of market risks reporting guidelines and procedures with emphasis in interest rates risk (DV01) and volatility risks (vol, delta, and convexity) for Interest Rate Swaps, Interest Rate Options, Swaptions and Currencies options
- Coordinate trading positions with 200 Traders on a daily basis to analyze and measure risk exposures against compliance guidelines

### ***Selected Accomplishments***

- Contributed to a \$3 million savings in interest rate options trading by identifying a Trade Cheater and taking the appropriate actions
- Prevented a \$2 million potential risk by identifying a system reporting violation
- Introduced eight high-profile business clients from to traders, resulting in \$11 million in revenue

ICICI WORLD MARKETS, Mumbai, India

**Associate Director, Capital Markets, 2004 - 2008**

- Directed market development initiatives for all Financial Risk Management and Structured Derivative Products
- Managed 50 key clients consisting of government agencies, institution and corporate entities
- Expanded market share of Derivative Products within five provincial/state markets
- Provided Financial Risk Management solutions for institutional and corporate borrowers including FRAs, FSAs, interest rate swaps, currencies swaps, interest rate options, swaptions, currencies options and commodities swaps

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**Selected Accomplishments**

- Increased market share by 17% for Financial Risk Management/Structured Derivatives Products
- Increased profit margins by 8% for Loan Syndications through structured derivative products in packaging syndicated loan solutions to corporate borrowers for risk transforming and hedging
- Played a key role in the development of yield enhancement products for Private Banking high net-worth clients to invest in short-term yield enhancement deposits and structured Euro-MTNs
- Instrumental in successfully organizing the debut of the Financial Risk Management Seminar organized jointly with State Bankers and the State Administration of Exchange Control (SAEC) for state-owned enterprises in Gujarat
- Utilized market ingenuity, entered the debut crude oil swap transaction for the National Westminster Bank and a government agency, with significant profits in excess of \$ 11 million, making it the first financial derivative transaction between the two parties
- Developed and shaped the Capital Market Sales and Trading Team that later became the #1 Market-Maker in Rupee/Euro-convertibles and warrants for high net-worth and institutional clients

LLOYDS BANK, Gloucester, UK

**Vice President – Personal Investment Banking, 1998 - 2004**

- Managed a \$35 million portfolio consisting of high net-worth clients requiring traditional Swiss-type private banking services
- Delivered appropriate solutions to clients requiring off-shore accounts solutions, including private banking accounts in Switzerland, Luxembourg, and the Channel Islands
- Acted as Investment Specialist, providing asset allocation and investment advice in international stock markets, Eurobond markets and arranged fiduciary deposits
- Coordinated structured derivative products for clients with different overseas private banking centres, as a Derivatives Products Specialist together with Treasury in London Head Office
- Participated in market penetration and development of the Lloyds TSB Group Mutual Funds in the Far East markets, including seeking distribution agents and channels, creation of retail client base

**Selected Accomplishments**

- Successfully spearheaded the Agency's Agreement with the Indian Trust Commercial Bank to distribute Lloyds TSB Group Mutual Funds through its retail branch and network in five regions, increasing revenue by \$35 million
- Played a key role in the negotiation deal with Macau Monetary Authority, which resulted in the retail licensure of Lloyds TSB Group Mutual Funds in Macau
- Increased public awareness of the Lloyds TSB Group Mutual Funds by conducting seminars to civil servants, Chapters of the Rotary International

CITIBANK, Mumbai, India

**Investment Dealer and Manager, 1994 - 1998**

- Managed all aspects of FX, money market sales and trading; quarterly volume of \$14 million
- Controlled the sourcing of Debt Securities Issuers in five regions through interest rate and currencies swaps

**Selected Accomplishments**

- Instrumental in leading the firm to the #1 one position on the league table for fixed rate CDs issues for three consecutive years – 1995, 1996, 1997
- Identified cheaper source of funding which improved bottom line profitability by 10%
- Contributed to the successful debut of the dollar fixed rate bond issue for the European Bank for Reconstruction and Developments through interest rate and currency swaps
- Book-runner in the debut stock Market-linked Bull and Bear Bond issued by a Blue Chip Indian companies