

# Malay Hazra

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*Seeking challenging assignments as Business Manager, People Management and Functional Expert.*

## Summary

**Career spans over 19 years of experience in Equity and Commodity broking/Trading Business in the areas of Trading, Risk Management, Collateral Management and Commodity financing.**

## Career Contour

### Career Experience Details

**Marwadi Shares and Finance Limited as Chief Operating Officer (COO) from January 2023 till date.**

**Samunnati Agro Solutions Limited (Hyderabad) as Head Enterprise Risk Management, trading operations and Business Analytics –From July 2021 to December 2022.**

**Karvy Comtrade Limited (Member of MCX/NCDEX/ICEX/CCRL/NERL) Hyderabad as Head Risk & Operations and Compliance officer Since 2009 to June 2021**

July-09-Nov-09 **Nikunj Stock Brokers Ltd** ((Member NSE,BSE,MCX, ,CDSL), Delhi as Risk Management & Compliance Head (NSE and NSDL)

September `05 - June `09 **Mansukh Securities & Finance Ltd., Delhi** (Member NSE,BSE,MCX,NCDEX,CDSL,NSDL) as Risk Management & Coordination Head.

Aug '04 - Jul '05 **India Infoline Ltd (5 Paisa.com)**, New Delhi as Relationship Manager.

**Current working profile-** Currently I am working as Chief Operation Officer (COO) in one of the leading Stock Broking firm. I am responsible for overall risk and operations of the organization. In the previous organization I have worked as Head Enterprise Risk management in Credit, trading operations and financial Transaction. I am responsible for creating a Risk Management framework to cover four important risk areas like financial, operational, technological and compliance risk areas and creating risk registers and RART (Risk analysis and Risk treatment) analysis. My job involves activities like Margin and MTM monitoring, collections, Collateral mgt, debtor mgt, Inspection of the warehouses, creating an EWS, exception reporting, debtor aging reports funds collections, fraud control, etc. I am also responsible for creation of Risk Monitoring department where the team will be visiting the plants/units physically where we have financing relationship assessing the risk on regular basis.

I am having more than 19 years of experience in Stock and Commodity broking Business operations. I have experience in Risk Management and Surveillance, Trade operations, Client onboarding, Treasury functions, Exchange payin and payout and settlements, Customer grievance redressal, Audit and Inspection of Exchanges and SEBI and various other functions in a Exchange Member broking organization. I am also associated with few Government Institutions as resource person for delivering expertise on F&O and hedging.

### Area of Expertise

- 1) Stock Broking and Capital Market Risk and Operations.
- 2) Credit, Operations, Market , Price Risk Management (F&O and Hedge)and EXIM

- 3) Physical visit of Unit/Processing plants for assessing risk.
- 4) Structured Trade Finance products and Collateral Management.
- 5) Invoice discounting and commodity trading (Bill to ship to, STF, Exchange trade)
- 6) Debtor and trade receivables management.
- 7) Product Knowledge in Equity, Future & Options , Mutual Funds, Gold and Bullion products , Agri commodities, Insurance and Currencies futures.
- 8) Commodity and Equity Trading and Risk Management and surveillance
- 9) Equity and Commodity Broking/trade Operations
- 10) Future and options/Hedging/Physical Delivery
- 11) Managing exchange Audit and Inspections.
- 12) Deep knowledge of the Exchanges and SEBI Circulars and their practical applications
- 13) Preparing and presenting in the arbitration hearing in the Exchange arbitration tribunal.
- 14) Managing customer grievance and resolving the complaints.
- 15) Cyber Security and Information Security ISMS-27001-2013

### **Functional Role Expertise**

#### **Risk Management and surveillance Functions**

- Managing the Risk Management functions of the organizations which includes framing and Implementing Risk Management and Surveillance policies, Monitoring the MTM, margin, collateral, Limits and exposures, positions limits, position controls, software performance testing and updation.
- Margin .MTM and collaterals monitoring and management.
- Squaring up of the open positions in case of margin shortfall or non-receipt of payments.
- Physical Stock verifications, reconciliation and reporting.
- Generating early warning systems in case of any deviations.
- Trade Insurance related activities wrt to debit recovery.
- Profiling the clients under High, Medium and Low (HML) risk parameters.
- RART and implementation for ISMS 27001-2013

#### **Operations, Back office , KYC and Funds and Commodity Delivery Functions**

- Managing all processes of the Back department which includes BOD,EOD, Day activity management, database management, record management, reconciliations generating and dispatch reports, MIS, online back office management, customer query.
- Calculating the Income, brokerages, taxes, STT, CTT etc and reconciliation on daily basis.
- Reporting to the exchanges and other authorities as per the scheduls.
- Managing all the KYC department functions which includes Opening , closing, suspending, reactivation, physical verifications, Storage , Exchange upload functions.
- Managing the function for Commodity delivery department (Comtrack, Comris, Nerl)

#### **Compliance Management and PMLA functions**

- Ensuring Compliance in all the departments as per SEBI/Exchanges
- Handling the correspondence with the Exchanges and the regulator (Exchanges & SEBI).
- Replying the Exchange Observations that was found during the Exchange Inspection.
- Generating PMLA alerts and taking actions.
- Handling Audits of Internal ,External, Exchanges, SEBI and Statutory.

- Replying and solving clients Complain mails and Grievances.
- Conducting visits as well as inspection of the branches and franchisees; discussing with clients regarding various; they are facing and improvement suggestions.

### **Change Management function.**

- Managing Migration to new Software (Trading and Back office).
- Integrating different process for synergy.
- Implementing and new update and change in the regulatory system (Like GST).
- Converting the manual process to digital /automatic process. (Live Dashboard)
- Job rotation of the employees across the department.
- Implementing process and developing policies for new product and process (ICEX Diamond)

### **KEY HIGHLIGHTS**

- Migrating to OMNY trading and RMS software and Integrating with Equity in 2017
- Integrated all commodity exchanges in single CTCL platform ODIN SP-16 in 2014
- Successfully migrating the back office software in Karvy Comtrade , thus increasing the security as per ISMS 27001-2013 and reducing back office software operating cost by around 75% annually in 2013
- Successfully handled more than 10 Audits and inspection Two of FMC, one of SEBI and Eight Exchange audit since 2012.
- Skillfully cut down the cost of manpower by 40%. In 2012
- Played a vital role in managing the functions in the 5 vital departments- Risk Management, KYC, Back office, Funds , Compliance and Treasury Department since 2010
- Adeptly lowered the subbrokers commission payout cycle from 30 days to 5 days thus saving lots of manpower and time in Mansukh. In 2007
- Key involvement in the development of the coordination department with one subordinate; today it is one of the key departments of the organization in 2006
- Distinction of receiving a scholarship in MBA (Second & Third Semester) 2003-2005 batch
- Merit of being a University Topper in BBA Program in the 1999-2002 Session

### **Academia**

#### **Advance Certificate in GST- ICWAI-Hyderabad Chapter-2019**

**PGDCL&IPR- PG** in Cyber law and Intellectual property rights from The University of Hyderabad (UOH) in 2018 with Distinction Marks.

**PGDBM (Finance)** from New Delhi Institute of Management in 2005; (Recognized by AICTE & Ministry of HRD) with 86% marks

**BBA** from Guru Ghasidas University, Chhattisgarh in 2002 with 69% marks.

**NCFM** Certified in Cash, F&O, Commodity, NSDL and CDSL.

### **IT Forte**

**Risk Management** Software: OMNY-NEST, ODIN Admin/ Mini Admin, NOW Admin, Trade Anywhere, VTECH, Deriwatch, Reliable

**Trading Software** :OMNY-NEST, ODIN Client, Diet, Trade Anywhere, NEAT, BOLT and NOW

**Back Office Software** : Synergy, Shilpi Software, Focus, Oracle, MS Access

**Zoho Software** knowledge

**Accounting Package** : Tally, Excel, Synergy

**Personal Dossier**

Date of Birth : 30<sup>th</sup> May 1980

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