

SUMIT KUMAR

TREASURY & BANKING FINANCIAL SERVICES

CONTACT

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Flat no. 602, 4B, Dheeraj Enclave,
Siddhartha Nagar, Borivali East
Mumbai 400066, Maharashtra

SKILLS

- Financial market understanding
- Analytical Skills
- Fund Management
- Regulatory Compliance
- Team Building
- Financial Analysis
- Customer Relationship Management
- Process Improvement

EDUCATION

- MBA (Financial Management)
NMIMS University
- B. Sc (H) Mathematics
University Of Delhi

CERTIFICATION

- CAIIB (Certified Associate of Indian Institute of Bankers), IIBF- Indian Institute of Banking and Finance
- Certified Treasury Professionals (IIBF)
- Foreign Exchange Facilities for Individuals (IIBF)
- Interest Rate Derivatives (NISM)

LANGUAGES

English

Hindi

PROFILE

Experienced professional with over 9 years in the Banking Industry, specializing in Treasury Operations as a Front Office Dealer and Back office operations in the Treasury Department and MIS Data Analyst in Liabilities and Product Development. Possessing comprehensive knowledge of Treasury products and procedures, with hands-on experience in both Treasury Front Office and Back Office operations. Skilled in planning, coordinating, and executing successful production strategies. As an MIS Data Analyst, proficient in collecting, analyzing, and interpreting data to provide insights and support decision-making within the organization. Results-driven with a focus on achieving strategic and operating objectives.

WORK EXPERIENCE

Bank of Maharashtra

Jan 2022 – Present

Manager – Treasury Department

Front office (Dealer) Aug 2022 - Present

Fixed income and Money Market

- Trading in government securities, corporate bonds and other fixed income securities
- Executed trades in the money markets, on the platform like TREPS, CALL MONEY, and CROMS as per the requirement of funds
- Monitor macroeconomic developments, interest rate movements, and liquidity trends to identify opportunities and mitigate risks
- Ensure compliance with regulatory and internal guidelines during trade execution
- Active participation in RBI's LAF operations - repo and reverse repo operations
- Managed the organization's cash positions, ensuring optimal liquidity and funding levels.
- Monitored interest rate movements and market trends to identify arbitrage opportunities and mitigate risks.
- Built and maintained relationships with counterparties, including banks and financial institutions
- Execution of PSLC trades on the e-Kuber Platform
- Raising and investment in Certificate of deposit (CD) to manage the organization's short-term funding and investment needs.
- Negotiated pricing and terms with counterparties to secure competitive rates on CD transactions.
- Prepared daily and periodic reports on CD trading activities, portfolio performance, and market developments for senior management.

Fund Manager (ALM Desk) Jan 2022 – Jul 2022

As a Fund Manager, I have:

- Managed the organization's cash reserves to ensure compliance with regulatory requirements, particularly the Cash Reserve Ratio (CRR).
- Monitored daily cash flows and balances to determine the amount of funds required to maintain CRR compliance.
- Implemented strategies to optimize the utilization of funds while meeting CRR obligations.
- Keeping the control of all high value inflows and outflows and track them properly and manage the requirement of funds accordingly which includes maturity schedules of the deposits, loans, settlement amount of borrowing or lending of the previous day and any schedule inflow or outflows.
- Conducted regular reviews and analysis of CRR calculations and reporting processes to identify areas for improvement and ensure accuracy.

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EXPERTISE

- Treasury front office and back office operation
- Liquidity Management
- Fund Management
- Risk assessment and mitigation
- Asset Liability Management
- Client relationship management
- Regulatory compliance
- Operational efficiency and productivity
- Data analysis and reporting
- Quality control and process improvement
- Front office client services
- Problem solving and decision making.

WORK EXPERIENCE

Bank of Maharashtra

Manager- Treasury Back Office

- Processed and settled all money market treasury transactions, including TREPS, CROMS, CALL Money deals
- Verified the accuracy and completeness of transaction details, including trade confirmations, settlement instructions, and payment instructions.
- Maintained documentation and records for all treasury transactions in compliance with internal policies and regulatory requirements.
- Processed inward and outward remittances accurately and in a timely manner, ensuring smooth transaction.

DBS Bank India Limited (erstwhile Lakshmi Vilas Bank) Nov 2020- Jan 2022

Assistant Manager- Treasury Forex Merchant desk Nov 2020 – Jan 2022

- Executed foreign exchange (forex) transactions on behalf of the organization and its clients, including cash, tom, spot and forward transactions
- Provided competitive quotes to clients for forex transactions and negotiated pricing and terms as needed.
- Built and maintained relationships with clients, including corporate clients, financial institutions, and retail customers

Lakshmi Vilas Bank

Oct 2015 - Oct 2020

Assistant Manager- Treasury Domestic Front office Apr 2019 – Oct 2020

- Borrowing or Lending in Money market instruments like TREPS, REPO, REVERSE REPO, MSF and CALL money market for overnight, term or Notice as per the requirement.
- Fixed income dealer – Trading in Gsec
- Managing Key data, money market MIS, liquidity etc. and share regular dashboards with top management
- Preparing and managing bulk deposit rate card

Junior Officer- Liabilities and product development Oct 2015-Apr 2019

- Collecting, cleaning, and analyzing data related to current accounts and savings accounts to identify trends, patterns, and insights.
- Monitoring CASA performance metrics such as account growth, balance trends, and customer demographics.
- Analyzing customer segments to identify opportunities for customer acquisition, cross-selling, and retention.
- Developing predictive models to forecast CASA account growth, churn rates, and provide cost effective solutions.
- Providing data-driven insights and recommendations to support CASA-related business strategies and initiatives.
- Creating visualizations such as charts, graphs, and dashboards to present data and insights in a clear and provide the same to senior management