

SRIKANTH VENKATARAMAN

Date of birth: 08/05/1972
Nationality: Indian
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PROFILE

- Demonstrated achievement in propelling business without any preparation and in pivoting failing to meet expectations organizations
- Fantastic reputation of overseeing Fixed Income arrangement of USD 170 Mn
- Profoundly effective in affecting steady development in income/benefit and enhancing top-line and main concern execution .
- A venturesome pioneer with remarkable transaction and impacting abilities; multi-tasker and adaptable with aptitudes in working under high weight
- Solid information of budgetary markets, business keeping money, exchange cycle, finance and subsidizing and of how financial occasions affect worldwide markets
- Gifted in confining and conveying Wealth Management answers for HNI
- customers, breaking down customers' money related prerequisites and nearly observing their
- portfolio execution, in this way upgrading their profits on speculations and managing and improving long haul riches
- Rich involvement in exchanging physical resources and in addition budgetary resources such as Debt Markets, Forex, Fixed Income, Equity, Bonds, Interest Rate Swaps and Agri-products
- Great reputation of streamlining forms, recognizing and relieving dangers and guaranteeing perfect execution of operations
- Capable in using Financial Planning Methods and in examination, for example, Data Crunching, Technical Analysis and Elliot Analysis

WORK EXPERIENCE

As Lead Fund Manager and Head Investments 02/2016 - present
Taurus Treasury Management Services, Mumbai, India

Significant Accomplishments

- Conceptualized, legalized and promoted Taurus Asset Managers (Mauritius) - WoS of Taurus Treasury Management Services, from the stage of inception
- Obtained commitment of investment from institutional Investors in Mauritius for investment into Debutant Fund
- Developed & implemented strategies with focus on growing business volumes, base of HNIs & corporate customers
- Initiated contact with potential customers through current network of references and through participation in various 3rd party events
- Identified prospective NRI & domestic clients and generated business from new & existing accounts to achieve revenue targets
- Provided clients with financial plans with a view to protect and transfer their wealth framed solutions to protect and transfer client's wealth by understanding their financial requirements and evaluating risk returns & constraints
- Monitored clients' portfolio performance & conducted profitability analysis
- Established effective relationships with Existing to Business & New to Business NRIs proactively built deeper strategic relationships within the accounts.

As General Manager Trading (Edible Oils & Fats) 06/2014 - 02/2015
FrigorificoAllana Limited, Mumbai, India

Significant Accomplishments

- Managed complete P&L for the Oils & Fats Division, supported by a team of 8 people

WORK EXPERIENCE

- Achieved & maintained profitable refining margins; issued rates to bulk team and to consumers
- Performed pricing, hedging / de-hedging of both physical & exchange
- Successfully imported 12000 Mt per month of Palm and 10,000 MT per month of Soft Oils (both DSBO & SFE)
- Achieved domestic monthly bulk sales of 6000-7000 MT of Olein, 3000 MT each of Soy & Sun Flower Refined Oils and Byproduct sale of around 4000 MT
- Issued daily loose oil rates (for all products) to various verticals including Packed, Industrial and Bakery Fats
- Maximized profits of physical bulk sales and overall positive refining margin
- Consistently maintained positive gross refining margins, exceeded profit targets and tripled utilization of capacity

AS Vice President- Treasury 10/2013 – 05/2014
Bhadresh Trading Corporation Ltd, Mumbai, India

Significant Accomplishments:

- Turned around the business to a profit center through smooth integration of treasury (currency & commodity)
- Catapulted the organization to a higher position in the assigned market

Varanasi as Head Treasury 10/2011 – 10/2013
JVL Agro Industries Ltd, Mumbai, India

- **Significant Accomplishments**
- Spearheaded operations related with treasury, revenues and hedging for Commodity, Equity & Forex
- Acted as Profit Head of the High Sea Trading Desk
- Managed domestic & international trading operations of:
 - Mustard Seed, Soybean Seed, Bean Oil, CPO & Soy Refined Oil, with annual revenue turnover of \$ 2 Million and 100,000 MT
 - Kandlahighseas both CPO, DSBO with avg. monthly turnover of 17,000 to 18,000 MT
 - Imported 44,000 MT of Palm Oil on a monthly basis; took decisions related with Purchase and Pricing of Oils; procured 20,000 MT of Mustard on annual basis
- Optimized capital utilization by integrating physical purchase under treasury

WORK EXPERIENCE

- Effectively worked as Profit Head of the high sea trading desk and ensure profitability on hedged basis despite deep disparity in the markets
- Formulated hedging policy & strategies for optimizing revenue and ensured steady flow of revenue; minimized price risk due to market volatilities
- Maintained 100% capacity utilization with positive gross refining margin

As Senior Trader (AVP) 03/2006 – 11/2010
ING Vysya Bank, Mumbai, India

Significant Accomplishments

- Managed operations of proprietary trading desk trading in spot USD/INR, swaps USD/INR including IRD and bonds
- Independently achieved defined profit targets for all 3 segments
- Quadrupled the profits in a span of 4 years

As Sr. Manager – Trading 01/2005 – 03/2006
ICICI Bank Ltd, Mumbai, India

Significant Accomplishments

- Captured 17-20% of market share
- Managed operations of quoting to sales desk, inter bank through direct & brokers and hedging of corporate flows
- Initiated trading positions and Nostro funding; managed balances in all the Nostro accounts and Fx. balance sheet of the bank

As Assistant Manager - Treasury (Heading Treasury Sales - South India) 11/2001 – 10/2002
Scotiabank, Bangalore, India

Significant Accomplishments

- Closely tracked US, Indian Yield curves and the Forward Swap points for trading
- Achieved over 75% of year's P&L target in Q2 itself, across markets of Coimbatore, Bangalore and Hyderabad
- Notched-up business of around USD 40 Million
- Developed key accounts like Premier Mills, Alagendran Exports, Sri Ambika Cotton, LMW, LGB, Hitech Arai, Precot Mill, Super Spinning Mill, Ingram Micro, Moog Controls, IBM, Infosys, Wipro, Sri Krishna Jewels and Avon Organics

As Assistant Manager 11/2000 – 10/2001
IndusInd Bank Ltd, Mumbai, India

WORK EXPERIENCE

Significant Accomplishments

- Managed high value clients like Larsen & Toubro, Samsonite, Suzlon and Adani
- Developed & maintained relations with 100 corporate across western India including 40+ active contacts

Consultant (Freelance) 03/2011 – 09/2011
G.A . Vasanth, Chennai, India

Significant Accomplishment

- Independently managed currency futures; advised sister concern on hedges

SKILLS

Problem solving	●●●●●●
Adaptability to changes	●●●●●●
Leadership Capabilities	●●●●●●
Interpersonal Relations	●●●●●●
Perseverance and motivation	●●●●●●
Negotiation and persuasion	●●●●●●

CORE COMPTENCIES

Revenue Maximization	●●●●●●
HNW Business Development	●●●●●●
Portfolio & Wealth Management	●●●●●●
Business Strategy & Execution	●●●●●●
Risk Mitigation (Liquidity Risk, Interest Rate Risk)	●●●●●●

TRAINING ATTENDED

- Banking Operations, Products & Trade Finance organized by IndusInd Bank
- Derivative Pricing & Hedging Strategies by NIBM, Pune at IndusInd Bank
- Technical Analysis by BTC, Mumbai at IndusInd Bank

EDUCATION

DBF (Level I of CFA) 1997
ICFAI


Bachelors in Science (Mathematics) 1993
University of Mumbai, Mumbai

HOBBIES


Exploring distant lands


Getting lost in a good book


Capturing moments


Feeling the music


Every kind of sport

GUIDING PRINCIPLE IN LIFE

I Believe In Truthfulness And Loyalty Because These Are Two Qualities That Help In Maintaining Good Contacts And Strengthening Relationship In Long Terms

This Is To Certify That The Above Information Is True To My Knowledge And Belief. Thanking You For Your Valuable Time, Interest, And Consideration Regarding This Matter.

DATE:-
SRIKANTH VENKATARAMAN