**Unit Head −Corporate Banking / Financial Institutions**

**Sanjay**

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| **Contact Information** |  |  |  |
| **Email Address:** | **sanjay.99733@2freemail.com** |
|  |  |  |  |
| **Address:** | **Dubai, United Arab Emirates** |
|  |  |  |  |
| **Personal Information** |  |  |  |
| **Birth Date:** | **5 September 1967** |
| **Gender:** | **Male** |
| **Nationality:** | **India** |
| **Visa Status:** | **Residency Visa (Transferable)** |
| **Marital Status:** | **Married** |
| **Number of Dependants:** | **3** |  |  |
| **Driving License:** | **United Arab Emirates; India** |
|  |  |  |  |
| **Career Objective** |  |  |  |
|  |  |  |  |
| **Professional Experience** |  |  |  |
| **June 2005 − Present:** | **Sr. Relationship Manager, Corporate Banking** |
|  | **Emirates Bank International** |
|  | **United Arab Emirates** |
|  | **Handling relationship of a portfolio of top local corporate customers with target** |
|  | **budget of US$ 14.4 M in 2006. Portfolio size is 2.9 bn.** |
|  | **Over 14 years experience has sharpened my skill sets in relationship** |
|  | **management. Expertise in project financing, contract financing and large** |
|  | **relationships. Expertise in both Financial Institutions business and corporate** |
|  | **banking** |
|  |  |  |
| **November 1999 − May** | **Head − Non−Bank Financial Institutions** |
| **2005:** | **Standard Chartered Bank** |
|  | **India** |
|  | **Started career as a Team Leader − Credit Analysis and Sales Services, Financial** |
|  | **Institutions. In Mayâ€™02 moved to the role of Sales Head for Non−Bank FI** |
|  | **Customers. Excellent credit and relationship skills for both Bank and NBFI. I took** |
|  | **up the task of setting−up the Credit Analysis & Sales Services Function for all FI** |
|  | **Customers (Bank and Non−Bank) in Standard Chartered Bank.** |
|  | **Worked as a team leader for 5 & Â½ years in Standard Chartered Bank in India. I** |
|  | **had a team of Relationship Managers and Analyst spread across the various** |
|  | **branches of SCB in India reporting to me as my direct reports** |
|  |  |  |  |

**February 1997 − October Relationship Manager**

**1999:** **Deutsche Bank Ag, Mumbai**

**India**

**Relationship Manager − Bank and Non Bank FI Customers.**

**Unit Head −Corporate Banking / Financial Institutions** **1/2**

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| **January 1992 − January** | **Manager, Corporate Finance Group** |
| **1997:** | **SBI Capital Markets Ltd., Mumbai (Investment Banking JV between State Bank of** |
|  | **India and Asian Develo** |
|  | **India** |
|  | **Handled independent assignments at SBI Capital Markets Ltd. involving** |
|  | **economic feasibility reports on projects, capital structuring, arrangement of project** |
|  | **finance, devising of financial instruments and models, raising funds by way of an** |
|  | **IPO, pricing, drafting of offer documents, due diligence exercise of regulatory** |
|  | **authority (SEBI), advisory and other related investment banking services.** |
|  |  |  |
| **Education** |  |  |
| **November 1991:** | **Institute of Chartered Accountants of India, India** |
|  | **Master's degree, Finance** |
|  | **− ranked 12th on all India basis in Finals.** |
|  |  |  |
| **December 1989:** | **Institute of Cost & Works Accountants of India, India** |
|  | **Master's degree, Costing** |
|  |  |  |
| **March 1988:** | **University of Bombay, India** |
|  | **Bachelor's degree/higher diploma, Accounts** |
|  |  |  |
| **Career Level** |  |  |
| **Career Level:** | **Executive (SVP, EVP, VP)** |
| **Notice Period to Work:** | **3 months or less** |

**Target Job**

**Job Location:** **UAE; Bahrain; Manama, Bahrain ; Great Britain (UK); Kuwait**

**Industry:** **Banking**

**Employment Type:** **Employee**

**Employment Status:** **Full time**

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| **Skills** |  |  |  |  |
| **Skill** | **Skill Level** | **Years of** | **Last Used** |  |
| **Experience** |  |
|  |  |  |  |
| **Excellent Relationship Skills** | **Expert** | **More than 10 years** | **More than 1 year** |  |
| **Expertise to structure and cross sell** | **Expert** | **More than 10 years** | **More than 1 year** |  |
| **Strong Risk Management Skills** | **Expert** | **More than 10 years** | **More than 1 year** |  |
| **Investment Banking and Project Appraisal** | **Expert** | **More than 10 years** | **More than 1 year** |  |
| **Skills** |  |  |  |  |
| **Team Management Skills** | **Expert** | **More than 10 years** | **More than 1 year** |  |
|  |  |  |  |  |
| **Languages** |  |  |  |  |
| **Language** | **Skill Level** | **Years of** | **Last Used** |  |
| **Experience** |  |
|  |  |  |  |
| **English** | **Expert** | **More than 10 years** | **More than 1 year** |  |
| **Hindi** | **Expert** | **More than 10 years** | **More than 1 year** |  |

**Professional Experience** **2/2**