

# K CHINMAYA

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## GENERAL MANAGER – EXCHANGE, FINANCE & BANKING: 42+ YEARS

### PROFESSIONAL SUMMARY

Executive leader with 42+ years portfolio of success driving financial operations and devising strategies to measurably improve corporate bottom lines through revenue boosting, margin increases and cost reductions

15 years of experience with State Bank of India, the biggest commercial bank in India, 27 years of managerial experience in the Exchange business at Kuwait handling for foreign exchange and remittances along with strong IT skills

### SKILLS

Strategic Planning & Execution • Team Leadership • Financial Planning • Communication and Presentation • Resource Management • Business Development • Customer Service Experience • Sourcing of Funds • Investment Management • Financial Accounting, Reporting and Analysis • Foreign Exchange and Treasury • NRI Banking • Process Automation / Re-engineering • Internal Controls • Branch Operations • Statutory Compliance • Anti-Money Laundering • KYC Management • IT Administration

### EDUCATION

- **MBA in Finance** from Sikkim Manipal University in 2013
- **Computer Software Course in COBOL** from CMC Ltd., Bangalore in 1993
- **CAIIB** from Indian Institute of Bankers in 1988
- **B Com** from University of Mysore in 1981

### TRAININGS

- Training at Institute of Banking Studies, Kuwait on **Anti Money Laundering**
- **Indo-Gulf NRI Seminar** at Taj Palace, New Delhi
- **Management Training** at State Bank Staff College, Gurgaon
- Conducted Education session on NRI Banking at Bank's Staff Training Centre, Bangalore

### EMPLOYMENT CHRONICLE

#### KUWAIT INDIA INTERNATIONAL EXCHANGE CO., Kuwait (Oct'96 – Present)

CAREER PATH	DURATION
<b>General Manager</b>	Sep '19 till date
<b>Asst. General Manager - Accounts &amp; Systems</b>	Jul'13 – Aug'19
<b>Asst. General Manager - Compliance</b>	Jul'12 – Jun'13
<b>Asst. General Manager - Treasury</b>	Jul'09 – Jun'12
<b>Asst. General Manager - Human Resources</b>	Jul'07 – Jun'09
<b>Corporate Manager - Business &amp; Operations</b>	Mar'06 – Jun'07
<b>Branch Head - Fahaheel Branch</b>	Oct'96 – Feb'06

## CAREER HIGHLIGHTS

- Performed assignments at different positions at corporate office prior to taking up role of a General Manager
- **As a General Manager**, achieved the following:
  - Registered a growth trend of 14% in remittances, arresting previous declining trend
  - Revamped customer pricing, taking into account market competition
  - Exchange Revenue registered a growth of 64%, compared with previous decline
  - Net income increased by 90% in two years
  - Signed up and arranged install of a new core software system for business
  - Introduced mobile app and digital marketing for capturing tech-savvy customers
  - Initiated re-branding of name, logo and identity theme. Enhanced public relations
  - Expanded to B2B remittances segment, doubling business as well as revenues
  - Streamlined business processes
  - Lead the branch managers in business development with marketing initiatives and exploring new business growth avenues
  - Involved in leading budgets, planning, forecasting, pricing, negotiations, due diligence and all finance-related activities

### **As AGM (Accounts and Systems):**

- Introduced the new speedy & rationalised system of daily reporting of key data in the organization
- Succeeded in revamping and introducing a new reporting system for daily foreign exchange income
- Monitored and reviewed all documents related to budgets, revenues, expenses, invoices, accounting etc.
- Identified areas of budget concern and potential impact on projected financial performance as well as monitor the actual performance, profitability and variance analysis
- Prepared & maintained statutory books of accounts and reconciliation of financial statements in line with norms
- Tactically negotiated and implemented strong hardware firewall for IT security
- Successfully implemented new PABX and intercom system across the corporate office and other branches
- Successfully introduced scanning software system for names of blacklisted individuals and entities
- Formulated IT policies & procedures for the organization and align technology deployment strategy with the business strategy
- Streamlined procedures for backup & recovery process for data as well as applications
- Installed and managed Windows network with Windows servers & clients, mail server, web server, network troubleshooting, web domain registration and setting up of domain records
- Implemented anti-virus tools, Proxy for web-surfing by client PCs at the office and branches with page blocks on all unauthorized domains and URLs as part of IT Security
- Handled database administration and use of SQL with hands-on experience in Oracle-based environment
- Migrate data from earlier OpenVms system to Windows-based Oracle system and train resources on IT systems usage

### **As AGM (Compliance):**

- Developed, initiated, maintained and revised policies & procedures for general operation of the Compliance Program and its related activities to prevent illegal, unethical or improper conduct
- Developed, periodically reviewed and updated Standards of Conduct to ensure continuing currency and relevance in providing guidance to management and employees
- Identified potential areas of compliance vulnerability and risk; develop/implement corrective action plans for resolving problematic issues and provide guidance on how to avoid or deal with similar situations in future
- Involved in risk analysis based on customer profiling and pattern analysis of customer remittances; formulate and implement AML/KYC policies for the company
- Integrated OFAC list, UN List of banned entities and other important lists with the Office Remittance System for transactions filtering

### **As AGM (Treasury and Forex):**

- Managed FOREX Operations, Foreign exchange transactions including booking Cash, Tom & Spot deals.
- Assessed fund requirements under different currencies on an ongoing basis for daily customer remittance requirements
- Involved in accounting of foreign currency balances in local currency with marking to market concept and booking revaluation gains; send deal confirmations accordingly
- Managed and supervised all aspects of cash flow including forecasting daily cash requirements
- Managed all aspects of in-house fund management by planning and deploying the fund resources to high-yielding channels and other portfolios including working capital.

**As AGM (Human Resources):**

- Identified manpower requirements and planned/managed the complete recruitment life cycle for sourcing the best talent from diverse sources
  - Managed the appraisal process across all levels and establish framework for substantiating performance appraisal system
  - Identified training needs across all levels by mapping skills required for particular positions and analyzing existing level of competencies
  - Ensured all employees get benefits as per their grades and HR policies on time like Compensation for overtime, Home Travel Fare, Medical Leave, Bonuses and other allowances
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**STATE BANK OF INDIA (SBI: 1981 – Sep'96)**

CAREER PATH in SBI	DURATION
Branch Manager – Sagar Branch	Jul'95 – Sep'96
Deputy Manager –Bangalore	Nov'93 – Jun'95
Assistant Manager –Bangalore	Aug'87 – Oct'93
Staff Assistant, Mangalore	1981 – 1987

- Involved in gamut of tasks including mobilizing deposit & savings accounts, sanctioning loans & advances, Accounting, records maintenance, Services to NRI customers, MIS management, PR, social networking, IT and customer service
- Grew deposits by 25% at INR 1.72 Mn and profits from INR 0.27 Mn to INR 0.6. Mn
- Implemented the computerized banking system by converting data from UNIX-based software under COBOL and migrated data to the new 'Bank Master' software using Novell's Netware networking under DOS computers
- Efficiently handled NRI Banking Services including general banking services and personal deposit accounts; increased NRI deposits by 50% over the previous years

**PERSONAL VITAE**

**Born in:** May, 1961  
**Linguistic Proficiency:** English, Hindi and Kannada  
**Nationality:** Indian  
**Present Visa Type:** Employed Resident in Kuwait