

Contact

Mumbai, Maharashtra State, India
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Top Skills

Cash Management
Transaction Banking
Trade Finance

Languages

Hindi, Marathi, Tamil, Malayalam,

Prasad A S

Director at PRIME FINVEST AND LEASING LTD.
Mumbai Metropolitan Region

Summary

A go getter, with an eye for detail. Very meticulous and hard working. Strong Interpersonal skills, and a good and reliable Leader who always focusses on Learning.

Experience

PRIME FINVEST AND LEASING LTD.

Director

April 2020 - Present (4 years 10 months)

Mumbai

Bunge India Trading Private Limited

FSG India Head

April 2015 - April 2020 (5 years 1 month)

A results driven, self-motivated and resourceful Director with proven ability to develop and strengthen management teams towards maximizing efficiency and profitability. Experienced leading and growing the business to make it a dynamic and progressive organization. Possess excellent communication skills and have been successful in establishing a sustainable and profitable relationships with counter parties, banks and all stake holders across global offices.

Bunge India

FSG India Head

April 2015 - April 2020 (5 years 1 month)

Mumbai, India

DBS Bank

6 years 2 months

Associate Vice President - Large Business, Institutional Banking Group.

February 2012 - March 2015 (3 years 2 months)

Mumbai

As a member of the Structured Solutions Group, work closely with the Transaction Banking team and actively pursue opportunities for Capital Market ESCROW's, Property ESCROW's, Shares Buy Back / Open Offers, GDR/SDR listings, FDI / ODI transactions, Working Capital and Trade Loans under Cash Backed Programme , Liason Office / Branch Office transactions, Ship Arrests cases, and other One Off transactions. Key Performance Indicators being Revenue and Balance Sheet Growth. Network with Industry Association and Trade Bodies for transaction origination.

Sales Head - Enterprise Banking.

February 2009 - December 2012 (3 years 11 months)

Am responsible for the balance sheet growth of the bank across its 12 branches in India. Offer Corporate Banking solutions to SME clients through a dedicated team of Relationship Managers, Acquisition Managers and Service Managers, through cross sell of Cash Management Products and Trade Finance products. Creating a Value Proposition for Transaction Banking customers along with "Bells & Whistles" were the key focus areas. Key Performance Indicators being NTB onboarding & Balance Sheet growth.

Standard Chartered Bank

Branch Manager

January 2003 - May 2004 (1 year 5 months)

Identifying Premises, Seeking Regulatory Approvals, Branch Merchandising, Recruiting and Business Delivery.

ANZ Grindlays Bank

Relationship Manager - Captain Grindlays Club

February 1991 - December 2002 (11 years 11 months)

90 M G Road, Mumbai

Wealth Management and Structured Products - Best RM award for 2 consecutive years.

Education

K J Somaiya College of Science & Commerce Vidyanagar

Vidyavihar Mumbai 400 077

Bachelor of Commerce (BCom), Accounting and Finance · (1984 - 1988)

St. Pius X High School

Secondary School, Secondary School · (1973 - 1984)

