

TRANSACTION BANKING EXECUTIVE

- Dynamic and results-focused executive with more than 15 years of combined experience seamlessly navigating between Management Consulting and Banks. Building businesses, designing and executing global solutions focused on Strategy, Operations and Technology Transformation in Transaction Banking. Bridging business and technology to enhance profitability and bottom line performance across multiple products, services and business lines.
- Outstanding, collaborative leader with rare ability to identify, attract, and motivate highly talented people to excel at complicated tasks under severe time constraints with extreme focus on execution. Work units consistently top scorers in quality, speed to market and employee engagement. Achieves results by carefully building stakeholder buy-in.
- Analytical, dynamic change agent who uses compelling analytical insights to build management and peer commitment to strategic imperatives

HIGHLIGHTS

- Managing and building an industry first Global Management Consulting Practice focused on Transaction Banking.
- Delivering industry leading solutions to complex challenges facing transaction banks with significant regulatory and economic pressures.
- Building a global eco system to support transaction banking a first for the industry that leverages SWIFT, Technology Partners and other innovative Card Partners.
- Delivered one of the first B2B eCommerce solutions in Global Financial Supply Chain Management and considered a leader in the space for a decade.
- Grew Client base to over 10,000 corporate clients and 35 Financial Institutions processing in excess of 40 billion pounds of transaction value annually generating 425 million USD in service related revenues.
- Led, advocated and Implemented an industry first Distribution Strategy for Corporate and Financial Institutions developing white labelled Payables and Receivables management solutions resulting in revenue of 10 million pounds annually.
- Executed a global business transformation program consolidating over 100 country sites to 45 with large scale offshore operations build out in India forming the basis for scaling the service revenue growth from 100 to over 400m USD. Significantly compressing the Cost to Income ratio achieving ROI of 17% for global business.
- Provided leadership, vision and motivation that formed the foundation for an organizational eco system that has delivered an industry first eight consecutive years of global excellence awards in B2B e-Commerce Products and Services.
- Ability to motivate and adapt leadership abilities through extreme distress in multiple organizations. First at ABN AMRO leading up to and through the most complex Financial Services acquisition and divestiture by RBS and then at RBS through the Financial Market and Euro Sovereign Debt Crisis. The bank collapsed resulting in the largest government bailout in the world and significant brain drain.

AREAS OF EXPERTISE

- Product Marketing and Strategy
- M&A Consolidation
- Strategy Planning
- Product Innovation
- Working Capital Management Solutions
- Client Advisory Forums
- eCommerce
- Product Development Life Cycle Management
- Strategic Technology Management
- Mobile Tablet and Social Media Strategies
- Payables and Receivables Management
- Financial Supply Chain Management
- Distribution and Sales Enablement Strategy
- Service Delivery and Support Management
- Global Business Process Consolidation
- Outsourcing
- Strategy, Operations and Technology Transformation

EXPERIENCE AND ACHIEVEMENTS

CAPCO 2012-Present, Partner, Commercial Banking/Transaction Banking Practice

- Leadership team to build an industry leading Global Transaction Banking focused Management Consulting Practice, thus achieving a revenue goal of billion dollar management consulting practice focused on financial services.
- Developed an eco system to provide the necessary linkages to a build a broader commercial banking practice with appropriate linkages to solutions for retail, sme and larger corporate customers.
- Provided Leadership and vision in articulating and executing a global strategy supported people process and technology.
- Implemented a sales and distribution strategy to build a sustainable practice which is inclusive of partnership methodologies which is first for Transaction Banking Domain.
- Executed a commercial awareness strategy to drive market awareness via industry thought leadership. Strategy was inclusive of embedded social media distribution streams with integrated campaigns involving tools such as Linked In
- Instituted solution capabilities to achieve revenue targets focused on strategy, operating model optimization, technology transformation and execution capabilities.

RBS GROUP NV Mar 2008 - Nov 2011, Global Head of e-Commerce Channels and Distribution Management and Global Product Head of Outsourcing Solutions:

- Managed the e-Commerce and Distribution strategy for the most complex Financial Industry acquisition of ABN AMRO bank to RBS Group and divestiture to Bank of America, Deutsche Bank and Santander.
- Successfully implemented a separation and integration strategy between three banks Bank of America, Santander and Deutsche bank. Migrating over 2,000 corporate clients in 20 countries and 100m USD in revenues with minimal client disruption.
- Leadership, vision and focused execution for all aspects of large scale technology implementation programs with budgets in excess of 100mUSD with minimum client disruption from data center moves to global processing system deployments as part of a global merger, acquisition and divestiture strategy
- An industry leading Working Capital e-Commerce strategy segmented by customers in various regions around the globe to adapt different brands of the group sustained by extreme organizational turmoil.
- Managed the build out and execution of Global Transaction Banking strategy for Channels and Distribution spanning Mobile Banking, Online Banking and Direct Channel spanning Payments, Trade and Supply Chain Finance, FX and Commercial Cards.
- Administered three and five year budget planning cycles for product and technology development life cycles to drive product innovation and capability. Led by example and vision through significant distress in the organization.
- Overhauled all aspects of the product strategy for the outsourcing business through extreme adversity from lack of organization buy in to lack of focus, skilled workforce and sales enablement strategies resulting in growth from 4 to 6 mil GBP in one year.

ABN AMRO BANK 1999 – 2009, Global Head of e-Commerce Channels and Distribution Management:

- Created, built and managed an industry leading product development team servicing clients in 45 countries and supporting a business growth revenue excess of 500m USD supporting different market segment from Fortune 50 to Small Medium Enterprises
- Managed and executed a Global Product Development/Delivery strategy that saw an increase of annual technology budget from 50k USD to over 60mUSD supporting Run and Change strategies, winning industry awards consistently for over a decade in multiple banks.
- Led all aspects of a Global e-Commerce Channel Strategy that encompassed aspects of a Product Development Life Cycle from Product to Technical Execution evolving from client server, internet, mobile and social media strategies. Resulting in growing client base to over 10,000 corporate clients processing in excess of 40 billion pounds of transaction value annually.
- Administered complex vendor relationships/agreements from large global sourcing partners such as Infosys to niche Transaction Banking Technology Players and other Financial Institutions.
- Oversaw all aspects of a global PMO organization to support the delivery of technology portfolio.
- Built, managed and executed a Global Client Service Delivery Organization and Implementation Strategy in 45 countries to support Sales Enablement strategy.
- Provided vision via a commercial embedding and thought leadership team bridging the gap between product and technology to drive innovation, support robust industry leading product development pipeline.
- Focused execution abilities via Deal Implementation Organization that supported complex technology integration programs involving SAP, ORACLE, IBM Payables and Receivables Platforms across various Global Supply Chain networks for Fortune 500 companies

ABN AMRO BANK 1999 – 2003, Head of North America Trade Channels, Support, Implementation and Product Development

ERNST & YOUNG 1996-1999, Senior Management Consultant

WELLS FARGO BANK 1994-1996, Product Management Associate - International Banking

TRAINING AND EDUCATION

- BS in Computer Engineering - University of Illinois, Chicago 1993
- MBA in Finance University of St.Thomas - 1997
- Executive Development Program Kellogg Graduate School of Management - 2001
- Member of SWIFT TSU Global User Group

PUBLICATIONS AND AWARDS

- 2011 Euromoney - Best Global Technology category award in e-Commerce and Financial Supply Chain Management
- 2011 Global Finance - Best e-Commerce Web Based Supply Chain Portal
- 2011 Financial i Magazine - Leader in Innovation Award for e-Commerce Financial Supply Chain Management Award
- 2010 Trade Finance Magazine - Technology and e-Commerce
- 2011 Finnexta - e-Commerce Technology and Financial Supply Chain Management
- 2011 Euromoney Magazine - Technology and Treasury Management
- 2011 April - Finance Asia - e-Commerce Technology and Financial Supply Chain Management
- 2012 Capco Institute – Restoring trust with big data analytics