

VINAY PARSATWAR

Assistant Vice President – Business Management (Corporate & Investment Banking)

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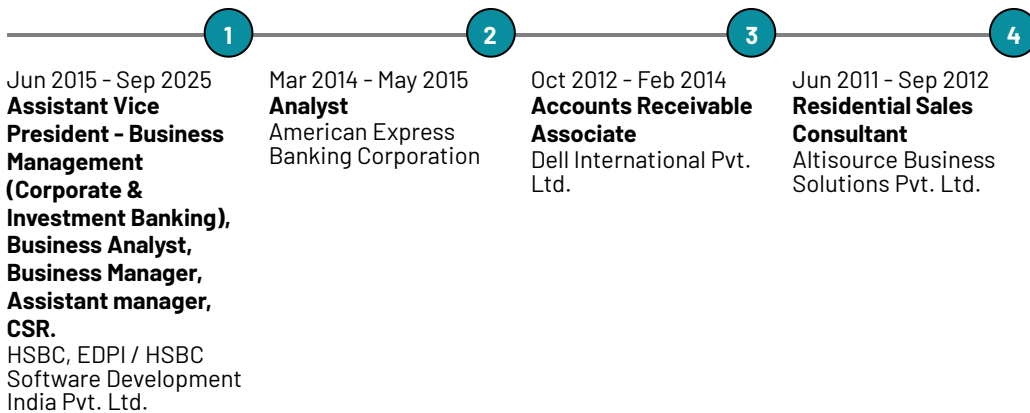
Career Objective

Governance, Reporting & Transformation Leader | Banking Operations & Performance Management | Drive Operational Excellence in Global Financial Services through Governance & Compliance

Professional Summary

Global operations and governance professional with experience enabling multi-market delivery, reporting utilities, and data-driven decision-making across **Corporate & Investment Banking**. Skilled in building standardized governance frameworks, KPI/KRI dashboards, and BI-enabled reporting utilities that improve transparency, traceability, and cross-market consistency. Demonstrated capability coordinating across **India, China, Poland, Malaysia, and Egypt (~1200 FTE)**, strengthening data quality, and supporting compliance and assurance agendas (AML/KYC/FCC). Combines governance discipline with execution awareness to drive continuity, auditability, and scalable operating models in regulated financial services environments.

Career Timeline



Work Experience

Jun 2015 - Sep 2025

Assistant Vice President - Business Management (Corporate & Investment Banking), Business Analyst, Business Manager, Assistant manager, CSR.

HSBC, EDPI / HSBC Software Development India Pvt. Ltd. (Bengaluru, India)

Over a decade of progressive leadership at HSBC, driving **transformation, governance, compliance, and business management** across multiple functions within **Corporate & Investment Banking**. Accountable for designing and sustaining governance frameworks, enabling transparent management reporting, and ensuring operational alignment with global standards. Oversaw workforce planning, cost and financial governance, performance management, and process improvement for large-scale global teams (**India, China, Poland, Malaysia & Egypt up to 1200+ FTEs**). Provided strategic advisory support to senior leadership, strengthening compliance frameworks, streamlining workflows, and delivering data-driven insights through executive dashboards. Collaborated across global sites and cross-functional teams to lead large-scale transitions, migrations, and change initiatives while embedding **automation and AI-led tools** to enhance **accuracy, transparency, and decision-making efficiency**.

Highlights:

- Designed and implemented a unified governance framework across global CIB offshore hubs (**India, China, Poland, Malaysia & Egypt**), overseeing **1,200+ FTEs** and streamlining senior management reporting on headcount, hiring, costs, and KPIs, **improving reporting efficiency by 30%**.
- Delivered **cost savings of USD 1.6M** by implementing a strategic headcount optimization plan - deferring non-critical roles and demising redundant positions to realign departmental spend with target budgets.

Technical Skills

Power BI
Advanced Excel
SharePoint
SQL
Confluence
JIRA
Automation Utilities (Co-Pilot, ChatGPT, Perplexity)
Reporting Automation
Dashboarding & Data Visualization

Soft Skills

Strategic Leadership & Vision
Executive Communication & Influence
Cross-Cultural & Global Team Leadership
Collaboration & Stakeholder Engagement
Negotiation & Conflict Resolution
Critical Thinking & Problem Solving
Team Building & Organizational Development
Innovation Mindset & Continuous Improvement

Core Competencies

Operational Governance
Data Quality & Reporting
KPI/KRI Frameworks
Cross-Market Coordination
Stakeholder Management
Compliance & Assurance Support
Performance Analytics
BI & Automation
Auditability & Evidence Integrity
Risk-Based Prioritization
Transformation & Standardization
Operating Model Scalability
Continuity-Adjacency
Regulatory Environment
Awareness

Education

Indian Institute of Management and Engineering Studies, Bangalore, Karnataka, India

Bachelor of Computer Applications

Jun 2003 - Jun 2006

Alliance University, Bangalore, Karnataka, India

Level A2 French

Sep 2016 - Apr 2017

Certifications

- Professional Course in Microsoft Office** (Software Technology Parks of India)
- Web for India-1 - HSBC Tech Literacy (QA)**
- HSBC Tech Literacy - Agile Role (QA)**
- HSBC Tech Literacy - Python 2 (QA)**
- Agile for India 1 - HSBC Tech Literacy (QA)**
- Requirements Elicitation for Business Analysts Interviews by IIBA** (LinkedIn Learning)

3. Led a **digital transformation initiative migrating data** from multiple shared drives to SharePoint, establishing a single source of truth, enabling future BI scalability, and achieving **USD 300K in annual IT infrastructure cost savings**.
4. Developed a **unified headcount dashboard** in collaboration with the Business Intelligence team, leveraging Alteryx workflows and Power BI to deliver near real-time insights on Cost, Headcount, KPIs, and KRIs - saving approximately **12 hours per month** through **automation and data integration**.

- **Governance & Strategic Reporting:** Designed and implemented enterprise-wide governance frameworks, policy-driven reporting models, and performance dashboards that improved transparency, consistency, and leadership oversight across regions.
- **Financial Management:** Directed budgeting, billing, and cost control across multiple business units - achieving 100% accuracy through automation, rigorous validation, and effective stakeholder engagement.
- **Operational Leadership:** Managed end-to-end delivery for multi-site operations, driving service excellence, regulatory compliance, and transformation programs across risk, compliance, and client service functions.
- **Risk & Compliance:** Ensured adherence to global standards for AML, FCC, KYC, and CD through audits, risk assessments, and remediation planning—reducing operational and regulatory risks.
- **Process Optimization & Automation:** Spearheaded initiatives that streamlined billing, reporting, and governance processes - reducing manual effort by over 80% and saving significant business hours monthly.
- **Data & Analytics:** Developed and maintained Power BI and Excel-based executive dashboards integrating data from multiple systems to provide actionable insights on workforce, financials, and performance metrics.
- **Transformation & Migration:** Supported multiple transitions and migrations (BPO to Compress consolidations, and system upgrades), ensuring business continuity, risk mitigation, and alignment with HSBC's strategic roadmap.
- **Stakeholder Management:** Partnered with senior global stakeholders, governance leads, and finance teams to align objectives, resolve issues, and strengthen governance and delivery models.
- **Change & Project Management:** Managed the lifecycle of business change requests and strategic initiatives, ensuring on-time, high-quality execution under Agile frameworks (JIRA, Confluence).
- **Leadership & People Development:** Led large teams through structured coaching, mentoring, and skill enhancement programs; championed cross-site collaboration and a "one team" culture.
- **AI & Innovation:** Integrated AI tools such as Co-Pilot, ChatGPT, Perplexity, Notion AI, and Power Automate into operational workflows - improving data analysis, reporting accuracy, and efficiency in decision-support functions.
- **Training & Capability Building:** Conducted Excel and data literacy training for teams, fostering analytical thinking, automation adoption, and improved data interpretation.
- **CSR & Engagement:** Served as CSR Champion, driving participation and communication across business units, promoting corporate citizenship, and enhancing employee engagement.

- **Excel 2016: Managing and Analysing Data** (LinkedIn Learning)
- **Excel: Power Pivot for Beginners** (LinkedIn Learning)
- **Future Skills: Design Mindset** (VILT)
- **Data Storytelling for Business** (VILT)
- **Complete Microsoft Excel Master Class** (Udemy)
- **Understanding APIs and RESTful APIs Crash Course** (O'Reilly)
- **Power BI Essential Training** (LinkedIn Learning)
- **Learning Microsoft Power BI Desktop** (LinkedIn Learning)
- **PowerPoint 2016 Essential Training** (LinkedIn Learning)
- **Become an Agile Business Analyst in Scrum - IIBA Endorsed** (Udemy)

Achievements:

- Awarded 'Pat on the Back' (2023) for outstanding contributions.
- Recognized as 'Star Performer' (2023) for exceeding performance expectations.
- Received 'Super Squad Award' (2023) for exceptional teamwork and collaboration.
- Earned multiple 'Dream Team Awards' for consistent high-quality project delivery.
- Honoured with 'Rising Star Award' for demonstrating potential and rapid growth.
- Presented 'Superstar Award' for exceptional individual achievements.
- Given 'OPEX Star Award' for driving operational excellence and process improvements.
- Recognized for driving process improvements, reducing billing process time from 7 hours to 45 minutes.
- Recognized for the successful creation and deployment of LMS system, still in use since 2017.
- Awarded for the reduction of rework from 34% to 14% through process optimisation.

Mar 2014 - May 2015

Analyst

American Express Banking Corporation (Bengaluru, India)

- Portfolio Management of PAN India VIP Customers.
- Responsible for performance and activities of the Portfolio.
- Responsible for maintaining the RTF and Excellent scores to given SLA.
- Drawing Trends and Charts basis the Team and the Center performance.
- Preparing Weekly, Monthly, Quarterly and Yearly reports gauging the Market Trends and Service Levels.
- Analyse and solve day to day client queries in an efficient and effective manner.

Oct 2012 - Feb 2014

Accounts Receivable Associate

Dell International Pvt. Ltd. (Bengaluru, India)

- Managing Portfolio of Large Enterprises for Dell.
- Perform the day-to-day processing of financial transactions and order release to ensure that DFS LE portfolios are maintained in an effective, Up-to-date, and accurate manner.
- Receive and verify invoices and requisitions for goods and services.
- Communicate with internal/external sales representatives and accounting / tax professionals as necessary to complete job duties.
- Constantly staying connected with supporting teams to maintain the In and Out flow of the assets and the funds.
- Complete credit analysis and review of new clients. Determine credit limit and annual review of major client accounts.
- Review all credit balances, refunds, adjustments and apply adjustments and/or corrections to corporate billing records.
- Maintenance of strict confidentiality and privacy of financial records as they relate to the organization and its customers.

Jun 2011 - Sep 2012

Residential Sales Consultant

Altisource Business Solutions Pvt. Ltd. (Bengaluru, India)

- Managing Portfolio of assets and their accounts for different investors.
- Constantly staying connected with supporting teams to maintain the assets in a sellable condition.
- Interacting with buyers to understand their needs.
- Preparing the quotations and the contract basis client specifications and the deal.
- Working closely with leadership team to achieve self and team goals.