

# ARUN MISRA

DEPUTY GENERAL MANAGER | BANKING EXPERT

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## EXECUTIVE SUMMARY

- Professional Banker with 39+ years of experience in different areas of Banking, Trade Finance, Retail Banking, Forex Operations including Dealings, Credit, Recovery & Credit Monitoring, Treasury Operations, Reconciliation, Learning Centre, Marketing, Credit Card Operations and all other normal Routine Banking Operations.
  - Special expertise in FOREX & Trade Finance, Treasury Operations, International Banking Operations and Behavioural Science.
  - As Regional Manager of Jalgaon, gained 1st position in Pune zone among 10 regions in UPI & QR Code business.
  - Recently superannuated from Bank of Baroda, as Deputy General Manager. In-charge of Control Functions, International Banking Division for 12 overseas territories including USA, UK, Singapore & UAE.
  - 4 years of experience in International Banking Operations at Bank of Baroda, Hong Kong.
  - Motivational management style with a record of building effective team work.
  - Demonstrated competence in creativity, imagination and the ability to visualise the customer and market linked product coupled with sound banking knowledge.
  - An effective communicator with excellent relationship building & interpersonal skills, strong analytical, problem solving & organisational abilities.
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## CAREER CONTOUR

### DGM-Control Functions, International Banking Division

July 2021 – June 2022

Corporate Office, Bank of Baroda | Mumbai

Responsible for policy implementation, audit inspection and compliance of international territories like US, UK & others.

### Regional Manager

May 2019 – July 2021

Bank of Baroda | Jalgaon, Maharashtra

Established a new region after amalgamation of Dena & Vijaya Bank. Responsible for the entire functioning and business development of the region.

### Head-Indian Large Corporate Relations

June 2017 – May 2019

Corporate Office, Bank of Baroda | Mumbai

First point of contact as a liaison for all corporate financial branches and all the large corporate clients of the bank.

### Branch Manager

July 2015 – June 2017

Bank of Baroda | Ahmedabad, Gujarat

Turned around the branch with a new customer relationship model resulting in a Rs. 310 crores of business.

### Money Market Manager

May 2012 – July 2015

Treasury Branch, Bank of Baroda | Mumbai

Handled settlement of all money market operations at specialised Integrated Treasury Branch.

Smoothly conducted audits consecutive 13 quarters.

## **Manager of Credit, Forex and Trade Finance**

Aug 2008 – May 2012

Bank of Baroda | Hong Kong

In-charge of all credit, forex and trade finance for 4 years at the TST Branch.

Gained the 1st position, pan-India, in POS business.

## **Faculty Member at Apex Academy**

Apr 2007 – Aug 2008

Training Centre, Bank of Baroda | Mumbai

Developed the internal human resources for the organisation in the area of treasury, forex, general banking operations, soft skills and behavioural science.

## **Forex Fund Manager & Dealer**

July 2002 – Apr 2007

Treasury Branch, Bank of Baroda | Mumbai

Treasury operations including forex and money market dealings

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## **ACADEMIC TRAINING & PROFESSIONAL CREDENTIALS**

- Guest faculty at NIBM Pune, FEDAI and IIBF for over 7 years.
  - Part of recently selected group of leaders (V-Lead) for future Leaders of the Bank.
  - Certified Associate of Indian Institute of Bankers.
  - Post-graduate Diploma in Banking and Management.
  - Bourse trained in Bond & Forex market.
  - Training For Trainers at NIMB, Pune
  - Comprehensive Credit Management
  - Foreign Exchange Operation and FEDAI Workshops UCPDC and Collection Rules for International Business.
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## **PROFESSIONAL SKILLS**

### **FOREX & Trade Finance | Treasury Operations | International Banking Operations**

#### **Leadership & Team Management Skills**

- Recently harnessed leadership qualities and reinforced positive attitude for bank collaboration purposes after amalgamation of Dena Bank and Vijaya Bank with Bank of Baroda.
- Guided several candidates who came to the bank for their Summer Internship in Banking and Finance. Developed the dealers at Treasury & leaders at the initial stages of their career at the time of joining the bank.
- Led a team of 685 members spread over 86 branches in 7 districts over a span of 500 kilometres.

#### **Communication Skills**

- Developed a team of 35 dealers at Development Bank of Singapore (DBS) through IIBF.
- Guest Faculty at FEDAI, IIBF (Mumbai) & NIBM (Pune).

#### **Organisational Skills | Interpersonal Skills | Time Management | Negotiation Skills | Audit & Inspection | Problem Solving**

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## **PERSONAL DOSSIER**

Current Address: Mumbai, Maharashtra

Linguistic Abilities: English and Hindi