

AYUSH GUPTA

Senior Business Analyst at Natwest Markets

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Summary

Ayush is an MBA from Indian Institute of Foreign Trade, Delhi presently working with the **Regulatory Reporting** business at Natwest Markets.

He has rich experience working with top Investment Banks in the **Capital Markets** space. He has worked on large-scale assignments aimed at overhauling the process for his clients. His stints in the **Business Consulting** space has provided him with the opportunity to work with the leadership at these institutions providing him with the necessary business acumen needed to run these transformations. He has acquired strong **Business Analysis** skills owing to his work on tech transformations which required him to work with the Front-to-Back business at these banks.

He closely follows the digital trends in the industry and has got himself certified as a **Digital Marketing Certified Professional** to provide himself a strong base of the domain. He also has an active interest in the **Fintech Disruptions** in BFS space and actively follows trends like **Blockchain** (Distributed Ledger Systems) etc

He is a **national level business quizzier** and likes to keep abreast of the current affairs in the business world.

EXPERIENCE

Business Analysis | EMIR Regulatory Reporting – Re-Platforming | Brexit Compliance

Natwest Markets

Jul 2019 – Current (Gurgaon)

- Worked on
 - Re-platforming Exchange Traded Derivative Reporting for **EMIR** to **DTCC Trade** repository
 - Brexit Compliance for Exchange Traded Derivative Reporting under EMIR
- The assignment involves working closely with Front Office, Compliance, Technology & Regulatory Operations Teams
- The new platform achieves multiple objectives:
 - Brings the reporting in-house leading to **Cost reduction**
 - Automate flows to do away any manual data stores (excels etc) for Static data lookup
 - Provides a very efficient User Interface for the Regulatory Operations Users to carry out their BAU Reporting seamlessly
 - Generates metrics required for Regulatory Compliance for CAT (**Completeness, Accuracy, Timeliness**)
- Primary Responsibilities include:
 - Preparing Business Requirement Documents
 - Raising Functional/Non-Functional stories (JIRAs) across systems tying back to the Business Requirements
 - Participating in the High-level design discussions
 - Reviewing **SIT Test Scenarios / Evidences** with QA Teams
 - Preparing UAT Test Cases and work closely with Regulatory Operations to carry out **User Acceptance Testing**
 - Playing SPOC for all business/domain/functional queries
 - Conducting workshops/brainstorming sessions to aid decision-making in a complex stakeholder matrix

Business Analysis/Project Management | Process Improvement | French Investment Bank

Accenture Strategy

May 2018 – Jul 2019 (Bangalore)

- Managed three projects for enabling better Client Experience involving working closely with Back Office Operations and Leadership

- Co-ordinated task forces to identify process bottlenecks and improve efficiencies around Back Office Client responsiveness, overhauling customer interaction deploying tools and putting up optimized processes
 - Managed a project on reducing data breaches; Devised action plans using extensive brainstorming sessions; Reported Progress both internally and with Client; Ensured co-ordination between different teams; Closely worked with IT on developing solutions (Outlook Add-ins, Password Protection Tools etc.)
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Business Analysis | Prime Brokerage | Large UK Investment Bank

Cognizant Business Consulting

June 2016 – Apr 2018 (Gurgaon)

- Analyzed functional flow for the Prime Brokerage Application involving a suite of applications used for booking Forex Derivatives (Spots, Forwards, Options, Swaps etc.)
 - Gathered requirements for different work streams (Risk Management, Cash & Collateral Management, Client Reporting, Repo Clearing) and new business opportunities
 - Drafted requirements for the technology team to introduce the following new functionalities to the platform Repo (Repurchase Agreements), Forex Rollovers & Forex Closeouts/Conversions
 - Tools Used: MS Office, JIRA, MS SQL Server, Visio, Confluence
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Business Analysis | Payments | Large US Investment Bank

Cognizant Business Consulting

October 2015 – May 2016 (Bangalore)

- Worked in the capacity of a **Agile** Lead Business Analyst for a large US-based bank in the Payments area for its Corporate & Investment Banking practice.
- The project revolved around enhancements of the bank's **Payment Hub** handling cross-border payments using modes like ACH, Wire & Drafts
- The assignment focused on sending cross-border payments through the Bank's payment application. This required interacting with many third-party applications for **Sanction Screening, Contract Booking, Settlement** etc.
- Exposed to all the facets in the lifetime of a payment transaction right from origination to final settlement and reporting
- Played a leadership role for a Eight-member team to ensure seamless delivery
- Primary Responsibilities included:
 - Requirement Gathering (using **JIRA**)
 - Coordinating all Client interactions / **Daily Scrum Calls**
 - Coordinating **Product Backlog Refining** Calls
 - Conducting **Sprint demo** sessions with Product stakeholders (Deliverables – Powerpoint Decks, Visio Drawings for Use Cases etc., Excels)

Key Achievements:

- Gathered requirements for implementing **POBO (Payment on Behalf Of)** functionality in the Payment Hub.
 - Analyzed the requirements for introducing **Payment Warehousing** logic to the Payment Hub.
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Business Analysis | Payments/Wholesale Banking Practice

Cognizant Business Consulting

May 2015 – Apr 2018 (Bangalore/Gurgaon)

- Prepared detailed **Use Cases** for the lending processes to be used in effort estimation/RFP responses for the Wholesale banking practice.
 - Worked on **RFP responses** for the practice and has enriched his knowledge working on proposals ranging from Commercial lending to Digital payments.
 - Co-authored company's internal 'Point of Views' named:
 - Fintech Disruptions in Banking & Financial Services
 - Virtual Account Management
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Business Analysis & Consulting | Security Risk Management

Orkash Technology Solutions (MBA Internship)

April 2014 – May 2014 (Gurgaon)

- Analyzed the requirements of industries in Middle East & African region and assisted the in house IT team in improving a pre-existing security risk management solution
- Conducted Primary Research interacting with professionals in these regions
- **Reported directly to the CEO** and was commended for the contribution
- Worked on a consulting project in the Homeland Security domain for '**Safe City**', a project by the Ministry of Home Affairs, Govt. of India, for assessing the market size of Safe City requirements and the associated operational aspects

Business Analysis | Core Banking | A large French Investment bank

Infosys Ltd.

Oct 2010 – May 2013 (Chennai)

- Analyzed the As-is state and formulated the To-be state for splitting the Core banking product into two distinct parts:
 - General ledger (GL) which performs all the accounting functions and
 - Clients & Risks which includes all other core banking functions
- Raised the requirements and prepared the Functional Specification Document
- Performed Impact analysis to gauge the changes foreseen in the system after split

EDUCATION

M.B.A. (International Business)

Indian Institute of Foreign Trade, Delhi

May 2013 – June 2015

B.Tech. Computer Science

JECRC Jaipur, Rajasthan Technical University

August 2006 – June 2010

PROFESSIONAL CERTIFICATIONS/ TRAININGS

Database Associate

IBM

Financial Derivatives L1

Cognizant

Trade Finance L1/Commercial Lending L1/Payments & Cash Management L1

Cognizant

Business Analysis Foundation

Cognizant

Digital Marketing Certified Associate

Simplilearn

ACHIEVEMENTS AND AWARDS

Academic

- Awarded **Pre-Placement Interview** by Cognizant Business Consulting at Indian Institute of Foreign Trade
 - **Scholarship Winner** for exceptional performance in **HCL CDC Talent Hunt Examination**
 - Gave a demonstration on 'Fuel-less Engine' at IIT Madras explaining Maglev Trains
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Extra-curricular

- Second Runner Up at Tata Crucible Business Quiz 2016 Gurgaon broadcasted on national television
 - Finalist at Tata Crucible Business Quiz 2014 Delhi broadcasted on national television
 - Finalist at Business Standard Quiz 2015 Delhi Edition; part of the **only college team** to make the finals
 - Made it to the finals of **Mahindra War Room** working on the business strategy for Club Mahindra
 - **Represented Infosys** at National Inter-Corporate Scrabble Tournament after winning the zonal round
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Awards

- Awarded '**GEM- Going the Extra Mile**' by Cognizant for excellent performance
- Awarded '**R&R – Rewards & Recognition**' by client (UK based Investment bank) for excellent contribution in project delivery