



SREEKANTH YELAM

CSPO®, CTF

Business Analyst (Trade finance / Banking)

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A vibrant and energetic Business Consultant professional with more than 11+ years of experience in Banking and Business Consulting, for delivering IT solutions to clients from the Banking and Financial Services Industry. Successfully handled Business Analysis and Functional Consulting roles for some of the world's top banks.

SCHOLASTIC

- ♦ **MBA** in Banking and finance from Manipal University (2010–2012) with **7.42** (CGPA)
- ♦ **P.G.D.B.** from Manipal University (2008–2009) with **7.66** (CGPA)
- ♦ **B.Tech** in E.C.E from Gates Institute of Technology / J.N.T.U (2004–2008) with **73.83%**
- ♦ **Intermediate** in M.P.C from NVR Jr. Collage (2002–2004) with **82.10%**
- ♦ **S.S.C** from Adarsha Vidya Peetam school (2001–2002) with **75.33 %**

Profile Snapshot

- ♦ Business analyst in Trade Finance (Corporate banking) working with Infosys as Sr. Consultant
- ♦ A competent professional with **11+ years** of experience in Business Analysis, Commercial Banking Operations, Business Development, Client Relationship Management and Team Management
- ♦ Rich Experience in Agile and Waterfall Methodologies
- ♦ Extensive experience in Requirements gathering, Documentation, Business Process design, Functional design.
- ♦ Possess knowledge in banking applications like FINACLE Core Banking Application, SWIFT (SMSA/SFMS), Fx-Online, FCRM, Trade factory, Omniflow, Omnidocs and AMLOCK
- ♦ Have good understanding of complete product life cycle of products in trade finance, mainly Letter of Credit, Bank Guarantee, Import & Export, Remittances, Pre- Shipment & Post – Shipment Finance
- ♦ Have a good understanding on client communication (Advices, Letters, e – alerts & SMS Alerts) and various Regulatory Reports in Trade Finance
- ♦ Experience in Presales activities such as writing RFP responses, FIT-GAP Analysis, Solution Mapping, Project estimates, Project Planning, Resource loading, and SOW preparation
- ♦ Engage with business/operations teams in understanding the requirement and translating in technical requirement by end to end monitoring and leveraging the project
- ♦ Regular project review to check the sustainability and status updates to senior management
- ♦ Cost benefit analysis and pay back plan of the project and defining various milestones for a project and tracking for closure. Member of the Vendor Evaluation Team for implementation of Specialized TF application.

Certifications

- ♦ **CSPO®** : Certified Scrum Product Owner by Scrum Alliance
- ♦ Certified internally in Block chain by Infosys
- ♦ Oracle certification on Oracle Revenue Management and Billing Functional 2 Implementation Consultant
- ♦ **CTF**: Certified in Trade Finance from Indian Institute of Banking and Finance.
- ♦ Successfully completed "NISM-Series-V-A: Mutual Fund Distributors Certification Examination" as required under the SEBI (Certification of Associated Persons in the Securities Markets) Regulations, 2007

Core Competencies

Domain : Banking, Trade Finance, Commercial banking, Corporate Banking, Payments, Investment Banking & Capital Markets

Tools : ALM tools like Jira, Confluence, Service now and MS Office, Open office, Visio, SQL

Software Methodologies: Agile, Scrum Waterfall

Documentation : Business Requirement Document, Functional Specifications Document, Solution design, fit- gap analysis Traceability matrix, Use case diagrams, High level and Low-level design documents, Test strategy, Test cases, updating in HPQC (HPALM) application, preparing templates, SIT, UAT.

Blockchain	Fit - GAP Analysis	User training
Business Analysis	Wholesale banking	Financial Management
Testing/QA/Rollout/Support	Documentation/ Reporting	Project management
System migrations/Integrations	Requirement's elicitation & Analysis	Team Management
Agile/ Scrum/ Waterfall	Commercial/ Corporate banking	Trade finance

Work experience

Senior consultant

Infosys

Oct 2017 to present

Trade transformation project of CGI Trade 360

Client: HSBC

Key Deliverables as a Product Manager / Business Analyst:

- ♦ Created product backlogs, use cases, User stories, sprint backlogs, prioritizing, burn down charts
- ♦ Translates the international trade finance needs of the marketplace and our client bank into requirements aligned with the overall product strategy for the development group and various client implementations commit to the growth and success of the Trade Solutions group, by working closely with the development.
- ♦ Work closely and collaboratively with our client bank, turning their needs into requirements, developing functional designs, and working to configure and test Trade360 to match their desired operational model.
- ♦ Provide ongoing collaborative guidance and assistance to the development and implementation teams to ensure that requirements are accurately implemented with our future strategy in mind.
- ♦ Exposure to software development models -Agile & Waterfall and Product Development Life Cycle.
- ♦ Knowledge on Developing Functional Specification document (FSD) for customer sign-off, designing workflow to meet the customer requirement, Testing, Project implementation and maintenance support.
- ♦ Experienced in testing (includes planning, understanding scenarios as per requirement, writing test cases, recording the results.
- ♦ Exposure on testing methodologies like, Functional testing, Regression testing, User Acceptance Testing and adhoc testing.
- ♦ Responsible for tracking, development and testing issues, proactive follow-up with the team and ensure for timely delivery.
- ♦ Effective coordination between business team and technical team for the completion of project on time.
- ♦ Analytical and creative approach to solution design and problem solving.

ORMB implementation and maintenance

Client - Western Union

Software / Languages

: ORMB 2.2, 2.4 & 2.5, Oracle SQL

- ♦ An extensive part of transformation program, while working as a BA for spearheading the tasks pertaining to deployment of Financial Accounting and other business processes ORMB application is an integrated pricing and billing solution to increase customer revenue, decrease revenue leakage and reduce costs to Banks and Financial Institutions.
- ♦ Drafting various documents like RFQ's, FSD's, Gap and Impact analysis, Process flows and functional test cases for ERP migration
- ♦ Identified, Complied, analyzed and documented business requirements (BRD's) that accurately and thoroughly reflect business needs with clear, concise language consistent with client methodology framework
- ♦ Acted as a liaison between with developers, testers and implementation specialist for development
- ♦ Performed functional and user acceptance testing for different phases and getting sign-offs from relevant users
- ♦ Played key role in each stage of SDLC and also extended extensive support towards Go-Live of project
- ♦ Hands on knowledge on JIRA and Ascent for defect analysis, solution & tracking it to closure
- ♦ Created several SOP (Standard Operating Procedure) document on day to day operations

Senior consultant

Apr 2016 to Oct 2017

Capgemini Technology Services India Ltd.,

- ♦ Experience in pre-sales. Given application demo and presentations to clients.
- ♦ Involved in creation of Use cases and POC's as a part of ORMB Practice. Worked on Admin configurations.
- ♦ Created several accelerators/template like SMS/E-mail template, master data template, change in pricelist assignment, performance monitoring dashboard and data mapping sheet for the Maintenance objects.
- ♦ Engaging and coordinating Requirement Gathering & Analysis sessions for understanding client business processes and mapping them to product features.
- ♦ Suggesting solutions for incorporating functional requirement of the business in the product.

Senior Manager

Aug 2009 to Feb 2016

ICICI Bank Ltd., Hyderabad

- ♦ Engaging with various stakeholders related to the project
- ♦ Understand, analysis and preparation of the Business Requirement, test cases and business benefits of the Trade finance projects (for products like Letter of credit, Bills, Remittances, Bank Guarantee, Packing credit, Buyers credit, LC payments, Reports, Letters and transaction advices) in Finacle
- ♦ Execution of test cases and responsible for the progress of execution and quality of testing by maintaining evidences of testing in HPQC
- ♦ Following established procedure and meet compliance/audit standards
- ♦ Conduct regular status meetings and provide update to management and project teams.
- ♦ Preparation of Job cards on usage of the functionalities developed
- ♦ Managing the migration team for life cycle testing of trade finance products

Limit revaluation and breach control:

- ♦ Clients credit limits are given in home currency and the exposure taken against these limits can be in foreign currency. In order to mitigate the risk of over or under utilisation of limits, implemented daily revaluation of limits with current rate.

Liquidity Management:

- ♦ Day to day Clients need to manage their liquidity to achieve their financial obligations. To meet their needs we have developed an UI to check the due dates and take several finance options provided by Bank.
- ♦ Strong working knowledge on corporate collections for receivables like cash, cheque, E-collection and Easy Pay and payables like Internet based cheque writing, Bulk NEFT/RTGS/Fund transfer.
- ♦ Solutions provided to corporates for receivables and payables management.

Balance confirmation certificate automation:

- ♦ A consolidated report made available through a front-end menu option in Finacle, which gives the outstanding balances of the client as on a particular date. This includes both fund based and non-fund based products. Received a quality award for this project.

Trade Regulatory reports automation:

- ♦ BRS preparation, test cases preparation, UAT of various regulatory reports like BEF, XOS, R-Return, Gold import regulatory report, EBW, EBRC, EDPMS.

Trade transaction advices automation:

- ♦ Designing formats of LC, Bills, remittances advices to customers, BRS preparation, and test case building of various trade related transaction advices, which includes foreign and inland bill transaction advices, presentation memo, and covering schedules. User manual preparation and rolling process instructions to various teams

SMS project for trade alerts to registered mobile numbers:

- ♦ BRS preparation, designing the content of the SMS, Scenario simulation and UAT of the various trade alerts which a customer can receive at various stages of the transaction.

Implementation of Quick Trade:

- ♦ Enabled Quick Export Bill, Quick Import Bill, and Quick BG from Omni flow (Newgen application) before finacle data entry there by reducing the turnaround time for the customer deliverable.

Life cycle testing for version migrations:

- ♦ Complete Cycle testing of trade finance related products and enhancements received in the new versions.

AMLOCK (Anti Money Laundering)

- ♦ This system is an Anti-Money Laundering tool used for monitoring Cash transactions and suspicious transactions of various source systems like Finnacle, Finnone, M2I, NRISR, CMS etc. CTR regulatory Reports submitted to RBI on monthly basis.
- ♦ For Name Screening & Transaction Monitoring of Customer and Non Customer data against regulator negative list.

Logical Access Management System (LAMS)

- ♦ LAMS is a centralized system for users to request for application level logical access related activities viz. Creation/ Modification/ Deletion/ Unlock/ Reset Password. On submission of any access request in LAMS, the approval workflow defined as per the approved Authorization Matrix of an application. Post the multiple level of approvals, the request will be actioned upon and the call is closed with necessary information is conveyed to the user through system-generated emails.

Implementation of Finacle 10.0.12 version (7.4.1 to 10.0.12 migration) for India Geography

- ♦ Interface, Regression testing, MIS/Report's testing
- ♦ Test scenarios/ test cases preparation, Multiple rounds of testing on blank and migrated database
- ♦ Test results evidencing in Quality tool kit, UAT supported for solutions to check reliability.
- ♦ Daily tracking of testing status and management dashboards
- ♦ Documentation of process changes and preparation of Job cards/ user manuals and e learning modules
- ♦ Developed logics/Customization approach for new requirement, which are not part of the base product.
- ♦ Implementation of Single Borrower Statement for regulatory purposes
- ♦ Implementation of auto email of Swift copies and e-advice for all International instances in ICICI Bank
- ♦ Implementation of EBRC and EDPMS report generation from Finacle for regulatory reporting purposes

Tradefactory to Omniflow implementation

- ♦ This application used for scanning, exporting and processing of trade finance documents like export bills, import bills, Letter of Credit, Bank Guarantee and inland documents.
- ♦ Elicited the requirements by conducting Workshops and meetings with branch users, back office team, compliance team to prepare BRD. I was a SPOC for the product vendor for different modules.
- ♦ I have validated the requirements by mapping it to the new application (Omniflow), by conducting a Fit-GAP analysis and as well creating the Traceability matrix for all the business requirements.
- ♦ For the required gaps, I had to go to the stakeholders for understanding the required customization and pass it over to the vendor.
- ♦ I have trained the business layer teams from branch, back office, compliance & channel team.

As Document Scrutiniser and Customer Service Manager:

- ♦ Strong working knowledge of banking standards, laws and procedures of UCP 600, ISBP, URDG, URR 725, URC 522 and Various SWIFT messages etc.
- ♦ Managed different types of corporate services like Transfer, RTGS, NEFT, FD, ECS, short term loan disbursements and granting of temporary over drafts (intraday/inter day) etc.
- ♦ Coordinating with clients, back office team and the business group for smooth delivery of TF products
- ♦ **Imports:** Issuance of letters of credit, import bill management, buyer's credit, supplier's credit, Bill of Entry, import bill payments-collection and L/C
- ♦ **Exports:** Packing Credits, Export Bill Discounting, Export bills, resolving various pre-and post-transaction queries
- ♦ **Remittances:** Inward remittances, Outward Remittances-Import and non-Import
- ♦ **Bank Guarantees:** Issuance, amendment and Invocation
- ♦ Obtaining necessary approvals from RBI for clients as and when required
- ♦ Guiding customer in project export approvals for submission of various forms to RBI.

Personal information

♦ Date of Birth	:	June 28, 1987
♦ Nationality	:	Indian
♦ Marital Status	:	Married
♦ Languages Known	:	English, Telugu and Hindi
♦ Passport no	:	P5758120
♦ PAN card no	:	BTAPS4025B

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