

Sunny Gandhi

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CORE COMPETENCIES

Business intelligence, Product specification/process documentation, Defining and management of trade/risk parameters, MIS creation/data record management, Trade and information flow management, Revenue generation, Team management.

EXECUTIVE SUMMARY

- ☞ A professional with more than **Ten years** of experience in FX/Capital/Commodity Market strategy advisory, execution, risk and operations.
- ☞ **Associated with Edelweiss Capital Ltd., Mumbai as Senior Manager (FICC).**
- ☞ Developed multiple strategies comprising stages from gathering requirement, information analysis, POC to final implementation.
- ☞ Successfully driven revenues in equity & derivative products of FX, Base Metals, Precious Metal, Agri-Commodity & equity Index capturing the differentials.
- ☞ Well versed with operating Bloomberg Professional terminal & Reuters.
- ☞ Ensuring redundancy in system for trade capture, execution, and reporting by bridging gap between trader and system.
- ☞ Executing trades in OTC markets with banks/clients and in various Exchanges.
- ☞ Conducting risk review at various levels ensuring fail safe measures enabled.
- ☞ Skilful in managing market activities of monitoring trading positions, tracking market situations, identifying business/trade risks and implementing effective mechanisms to mitigate the same.
- ☞ Leading a team of multiple people across various functions.

OCCUPATIONAL OUTLINE

February'16 - Present with Edelweiss Financial Services Ltd. Mumbai

December'08 - February'16 with Religare Enterprise, Mumbai

March'08 - December'08 with Edelweiss Capital, Mumbai

September'05 - July' 06 with Edelweiss Capital, Mumbai

SKILL SET

Business Management

- ☞ Hedging of underlying FX exposure.
- ☞ Interbank dealing in multiple asset class.
- ☞ Efficiently dealt with counterparties in OTC markets for FX, bullion and commodities.
- ☞ Handling the allocation of funds based on opportunities available across various asset classes in low risk products.
- ☞ Transacting with Banks and Clients for procurement and sale of Bullion.
- ☞ Optimising cost to return benefit for products traded on desk.
- ☞ Managing of treasury functions ensuring optimal liquidity position.
- ☞ Creation of newer markets opportunities in order to increase and diversify revenue stream.

Operations Management

- ☞ Responsible for new product development involving initiation, analysis and implementation.
- ☞ MIS creation, development and management for multiple products.
- ☞ Maintaining trade records, position reports for management and presenting the same.
- ☞ Bridge between clients, banks and other internal stakeholders.

Risk Management

- ☞ Developed systems, policies, procedures for identification, analysis and mitigation of risk involved in treasury products.
- ☞ Streamlining processes to reduce risk arising due to market exposure.
- ☞ Review of risk policies, valuation methodology and setting risk Appetite & limits for traders

SIGNIFICANT CONTRIBUTIONS ACROSS ASSSIGNMENTS

Edelweiss Financial Services Ltd.

(February 2016 - present)

- Treasury Management - (FICC)

- Running a team onshore and offshore focusing on trading/dealing including development of strategies/processes.
- In charge of FX/Base Metal desk profitability
- Reporting to Head-FX and part of core strategy group in treasury.
- Currency dealing in Cash/Spot and Forwards OTC as Exchange.
- Managing hedges at various levels in FX books.
- In charge of remittances done inward/outward.
- Trading in Energy/Base Metals and precious metals.
- End to end establishment of trade lifecycle.
- Selected for 'Emerging Leader' program within the organisation.

Religare Enterprise Ltd

(December 2008 - February 2016)

- AIM (Alternative Investment Management) - Index Arbitrage, Base Metals, Precious Metal (Bullion), Energy, Agri-Commodity & Currency Trading.

- Bullion Sales Trading on both physical and exchange platform.
- Market feasibility study of new products for efficient capital management.
- Simultaneous pricing of FX and bullion with bank and exchange.
- Sourcing & pricing of bullion with banks as well as suppliers.
- Created and implemented operational processes from the stage of inception of the fund.
- Running strategies for commodity and FX ensuring higher returns.
- Developed two new centres for bullion within 6 months of joining the team.
- Responsible for profitability of bullion sales.
- Dealing with multiple Agri brokers for their funding requirement.
- Leading Index-Arbitrage and Base metals desk.

Edelweiss Financial Services Ltd.

(March 2008 - December 2008) **10 months**

- PSG (Principal Strategies Group) - Low Risk - Index Arbitrage

- Desk In charge (Trader) - Index Arbitrage
- Worked on projects relating to performance & deployment enhancement

(September 2005 - July 2006) **10 months**

- Treasury/ PSG (Principal Strategies Group) - Low Risk - Index Arbitrage

- Active trading in F & O market
In charge of preparing MIS (Daily Activity reporting)

EDUCATIONAL QUALIFICATIONS

- ☞ Post Graduate from Welingkar Institute of Management Development and Research with 76% in 2008
- ☞ BMS (Finance) from Narsee Monjee College, University of Mumbai with 73.3% in 2005

CERTIFICATION

- ☞ NISM - 'Series VIII: Equity Derivatives Certification' & 'Commodities Market Module'
- ☞ NISM - 'Series I: Currency Derivative Certification'

PERSONAL DOSSIER

Date of Birth : 29th May 1984
Address : 221/2, Jawahar Nagar, Goregaon (west), Mumbai - 400062
Languages Known : English, Hindi and Gujarati