

Vaibhav Sawant

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SYNOPSIS

- **Current Profile:** Stressed Assets Management (Asia) at Deutsche Bank AG
- **Banking Experience:** 13.5+ years of Corporate Banking Credit Risk experience
- **Overall Experience:** 15+ years of experience in Banking and Automotive sector
- **Education:** B.E. (Mechanical-2004), MBA (Finance-2008), FRM (USA-2008), CFA (USA-2013), Insolvency and Bankruptcy Law (IICA-2019), Corporate Law (IICA-2020)

SKILLS

- Expertise in resolving of stressed loans by means of Structured Recovery Approach
- Proven track record of successful negotiations with external/internal stakeholders
- Experienced in engaging with legal counsels and financial advisors in stressed situation
- Well versed with pricing/sale of stressed assets to international investors
- Ability to structure and approve complex credit transactions in multiple industries and geographies
- Proficient in credit risk profiling of Corporate/Financial Institutions/Sovereigns

EMPLOYMENT HISTORY

DEUTSCHE BANK AG (Global Investment Bank), **APAC Recovery Officer**, April 2017 – To Present (4.5 years)

- Actively manage stressed assets portfolio of ~EUR 1bn as part of Workout & Recovery Management (Asia)
- Provide guidance on structuring of credit transaction in distressed asset space
- Domain knowledge of bankruptcy laws in multiple geographies around the globe especially India

DEUTSCHE BANK AG (Global Investment Bank), **Credit Risk Officer**, May 2014 – April 2017 (3 years)

- Successfully structured and approved 50+ corporate banking transaction of more than ~EUR 0.50bn
- Efficiently managed credit portfolio, spanning multiple geographies, of ~ EUR 1bn
- Designed and implemented, as part of working group, various processes for effective monitoring of credit exposures

KOTAK MAHINDRA BANK (Private Sector Indian Bank), **Credit Analyst**, Dec 2010 – April 2014 (3.5 years)

- Evaluated and recommended 100+ corporate loan proposals to the approving authorities
- Resourcefully managed portfolio of loan exposures of approx. INR 5bn to large Indian corporate and MNCs
- Advised the newly formed MNC banking division on credit structures to maximize risk-return

STATE BANK OF INDIA (Largest Public Sector Indian Bank), **Credit Analyst**, Jun 2008 –Nov 2010 (2.5 years)

- As part of CAG (Large Corporate Banking Division), effectively managed portfolio of INR 400bn with nil losses
- Negotiated loan pricing and credit terms with senior management of large corporate to maximize risk-return
- Sourced, evaluated and recommended 50+ corporate loan proposals to the approving authorities

FROST AND SULLIVAN (Market Research & Growth Consultant), **Intern**, April 2007 –June 2007 (2 months)

- Designed growth strategy for a leading player in the Indian Water and Waste Water Treatment sector
- Formulated the strategy based on primary/secondary market research and data analysis using statistical tools
- The strategy has been implemented by the client increasing the annual revenue by 20%

FIAT India Ltd (International Automaker), **Graduate Engineering Trainee**, June 2005 – June 2006 (1 year)

- Evaluated performance of 20 supplier based on quality checks and recommended improvement plans
- Designed a costing model to accurately estimate the cost of automotive parts using market data inputs
- Successfully negotiated prices with supplier to reduce the overall cost of automotive parts