

P V Krishnan

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Brief Summary:

- Professional with strong experience in Banking/Financial Services/Insurance.
- Handled Corporate and Retail lending domains.
- Accomplished in Relationship Management, Sales, & Business Development.
- Strong credit/financial analysis skills and team management abilities.

Work Experience

National Finance Company SAOG

(March 2020- March 2022)

Unit Head- Corporate & SME

Muscat, Sultanate of Oman

Achievements:

- Managed and developed portfolio of Corporate & SME relationships aggregating to USD 130 Million.
- Successfully mobilized corporate deposits of USD 7.8 Million.

Gulf Insurance Agencies LLC*

(January 2019 – February 2020)

Manager- Business Development

Muscat, Sultanate of Oman

Achievements:

- Bancassurance tie-up with a leading Omani bank
- Consistently sold high value policies and set record for selling single largest policy

*Chief Agent of LIC International BSC (C), Bahrain, a 99% subsidiary of LIC, India's largest life insurance company.

Ahli Bank SAOG, Muscat, Sultanate of Oman

(May 2016 – December 2018)

Relationship Manager, Mid-Market, Corporate Banking

Muscat, Sultanate of Oman

Achievements:

- Managed and developed portfolio of relationships in mid-market/real estate space, of about USD 315 Million with Nil NPAs
- Achieved/surpassed annual asset/fees/cross sell targets consistently
- Top contributor in deposit campaign period – mobilised USD 3.4 Million

On a sabbatical/self- employed

(January 2013 – April 2016)

HSBC Bank Oman SAOG (erstwhile Oman International Bank)

(October 2008 – December 2012)

Commercial Banking Manager-Corporate Credit Department

Muscat, Sultanate of Oman

Achievements:

- Managed and developed diverse portfolio aggregating to USD 100 Million at the time of exit
- Swiftly adapted to HSBC systems and contributed to integration of client accounts
- Played a significant role on-boarding of Corporate non-borrowing clients into HBON

Earlier Experiences (September 1994- October 2008)

Sultanate of Oman- Muscat, Salalah

- Oman Marketing and Services Company LLC, United Finance Company SAOG.

India- Bhubaneswar, Kolkata

- CitiFinancial Retail Services India Limited, HDFC Bank (erstwhile Centurion Bank Limited), Magma Leasing Limited, Bajaj Auto Finance Limited

Key Accomplishments:

- Oman
 - Auto Finance - Financing tie-up with Nissan, Honda and Mitsubishi Dealerships
 - Consumer Finance – Exclusive financing arrangement with Home Center- Muscat, Lulu Muscat
 - Set up and Developed Salalah Branch across commercial, auto and consumer loans
- India
 - Largest institutional consumer finance deal at Magma Leasing
 - Consumer financing tie-up between BAFL and LG Electronics

Personal Information

Date of Birth: July 08, 1970

Education:

- ✓ Pursuing:
 - CFA - Level 2 candidate
 - eMasters in Quantitative Finance and Risk Management, IIT Kanpur, India.
- ✓ Completed:
 - MBA (Marketing), 1994, Berhampur University, Odisha, India.
 - B.Sc. (Geology), 1992, Ravenshaw College, Utkal University, Odisha, India.

Computer Skills:

- ✓ Conversant with MS Office, Moody's Financial Analyst

References:

Available on request