

Sanjay Bhasin

Setting up a new Bank

Summary

Have more than twenty five years of experience in the Banking industry focussing on financial markets and risk. Managed varied businesses and portfolios in different continents, able to train and drive diverse teams. Look at business with an entrepreneurial perspective and aim to generate value more than sum-of-its parts. A versatile leader, work effectively across different environments and seek fresh challenges.

Specialities: Specialise in setting up and managing businesses and teams, in unfamiliar product areas and geographies.

Experience

CEO at BPPH

November 2013 - Present (1 year)

In the process of setting up a new Bank. The Bank is sponsored by Sonangol - Sonangol is a \$35bn company and Africa's second largest oil producer.

Managing Director - NPL / Special Situations ('Bad Bank') at WestLB

July 2011 - October 2013 (2 years 4 months)

Managed a portfolio of diverse assets (real estate, insurance, etc) across various geographies as part of WestLB's 'Bad Bank'. Specialised in restructuring one of the largest life settlements portfolios.

Head, Pensions & Life Insurance at WestLB AG

February 2006 - June 2011 (5 years 5 months)

Established the Longevity Products Group at WestLB.

1 recommendation available upon request

CEO at JM Morgan Stanley

May 2002 - January 2006 (3 years 9 months)

Set up the fixed income business for JM Morgan Stanley (CEO JM Morgan Stanley Fixed Income Securities), focussing on intermediation, syndication and corporate sales.

2 recommendations available upon request

Chief Dealer, FX / Money Markets / ALM at Standard Chartered Bank

1997 - 2000 (3 years)

Various Roles in Personal Banking & Treasury at Standard Chartered Bank

1988 - 1996 (8 years)

1 recommendation available upon request

Languages

English	(Native or bilingual proficiency)
Hindi	(Native or bilingual proficiency)
Punjabi	(Native or bilingual proficiency)
Portuguese	(Elementary proficiency)

Volunteer Experience

School Governor at Coombe Federation

November 2011 - December 2013 (2 years 2 months)

Governor specialising in Finance and Risk

UK Trustee at NCT Charity

July 2010 - June 2013 (3 years)

Skills & Expertise

Structured Finance
Emerging Markets
Structured Products
Restructuring
Entrepreneurship
Investment Banking
Financial Structuring
Derivatives
Capital Markets
ALM
FX trading
Fixed Income Portfolio Management
Longevity
Life Settlements
Distressed Debt
Non-performing Loans
Fixed Income
Hedge Funds
Alternative Investments
Credit Derivatives
Portfolio Management
Business Unit Start-up

Education

INSEAD

Management Programme, 1996 - 1996

Indian Institute of Management, Ahmedabad

PGDM, Finance and Financial Management Services, 1986 - 1988

ICWAI

Grad CWA, Accounting and Finance, 1984 - 1987

Delhi University

B Com (Hons), Commerce, 1983 - 1986

GARP, USA

Financial Risk Manager

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4 people have recommended Sanjay

"Sanjay is an exemplary professional, at all times exhibiting a mature executive approach in his business dealings. He can be relied on to "tell it as it is" and will not permit corporate distractions to affect his judgement. As one would expect of someone of his intelligence, he can hold and process multiple tasks simultaneously. A talented operator."

— **Willie D.**, *CEO (Financial Freedom (Europe) Ltd.)*, *Petercam SA*, was with another company when working with Sanjay at WestLB AG

""Sanjay has been one of the most amiable and understanding CEOs i've had work with. He was flexible and understood people management very well. He was disciplined and he managed to always win his team's trust in him. It has been a pleasure to work with him.""

— **Anaita Patney**, *Sr. Vice President -Human Resources, JM Morgan Stanley*, worked directly with Sanjay at JM Morgan Stanley FIS

"I remember Sanjay as one of the best managers I have ever had. Working with him was a pleasure and a great learning experience. Working with him, I have gained a lot professionally and I still try to follow his wisdom in my current role. While I try to borrow some of his exemplary managerial skills, I have realized that emulating them has not been very easy. The most outstanding thing about his style is a subtle balance between flexibility and discipline which, to my mind, was the most critical factor which enabled a significant turnaround for our fixed income division. His team management skills are commendable. It will always be a pleasure to work for him again and continue to be associated with him."

— **Dhananjay S.**, *Fixed Income Economist, JM Morgan Stanley*, reported to Sanjay at JM Morgan Stanley FIS

"Sanjay is highly dependable and result oriented. He is keen and willing to learn and is open gaining new experiences at work. Sanjay is very intelligent and gets to the root of issues which helps him to develop creative solutions to problems. It was a pleasure working with Sanjay."

— **Matangi G.**, *Head Management Development and Service Excellence, Standard Chartered Bank*, managed Sanjay at Standard Chartered Bank

[Contact Sanjay on LinkedIn](#)