

# Curriculum Vitae.

**Amlan Das**

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## **Professional Summary: -**

A highly motivated and detail-oriented, results-driven financial professional with 3 years of extensive experience managing co-lending portfolios for a leading NBFC. Proficient in forging partnerships, optimizing interdepartmental processes, and ensuring regulatory compliance. Skilled in driving operational excellence, managing RBI audits, and expanding co-lending business operations. I have successfully collaborated with multiple partners and cross-functional departments to ensure seamless business operations and drive growth in the co-lending segment. My expertise includes creating and streamlining interdepartmental processes, ensuring compliance with regulatory frameworks, and playing a key role in successful RBI audits.

I bring a proven track record of fostering strong partnerships, optimizing operational efficiency, and maintaining high standards of regulatory compliance. With a strategic mindset and hands-on experience, I am committed to delivering value in the co-lending space and contributing to the financial inclusion of underserved markets.

## **Education: -**

- Post Graduate Certification Program (PGCP)

IIM Tiruchirappalli | Blended Model | Ongoing.

- Post Graduate Diploma in Management (PGDM)

International School of Business and Media, Pune | Marketing and Media | 2020-22.

- Bachelor of Business Administration (BBA)

The Heritage Academy, Kolkata | 2016-19

## **Professional Experience: -**

### **1. Key Account Relationships – Co-Lending partnerships.**

Poonawalla Fincorp Ltd., Pune | June, 2022 – Present.

- Managed a robust co-lending portfolio, collaborating with multiple partners to ensure smooth operations and portfolio growth.
- Created and streamlined interdepartmental processes, improving operational efficiency and reducing turnaround times.
- Played a pivotal role during RBI audits, ensuring full compliance with regulatory requirements.
- Fostered strong relationships with lending partners, enabling effective communication and execution of business strategies.
- Conducted regular performance reviews and implemented strategies to achieve KPIs and business

objectives.

**Verticals: -**

- **Co-lending: -**

Products: - Digital Lending and Assisted Journey via deep integration for PL, BL, LAP, ML,

Two-wheeler (New, Used, Refinance).

- **Redirection STPL: -**

UTM link based redirection model for PL.

**2. CS ASSOCIATE (DP).**

Amazon India, [City] | August, 2019 – June, 2020.

- Maintaining records of transactions and interactions
- Creating in-depth system knowledge
- Serve as the first line of communication between customer and organization.

**Key Skills: -**

- Co-Lending Portfolio Management
- Partnership Development and Management
- Regulatory Compliance (RBI Guidelines)
- Process Optimization and Streamlining
- Cross-Functional Collaboration
- Business Strategy and Execution
- Data-Driven Decision Making
- Financial Analysis and Risk Management

**Certifications and Training: -**

- Successfully completed Young Leaders Development Program and certification, 2024.
- NSE Academy's Certification in Financial Markets (NCFM), Commercial Banking in India: A beginner's Module, 2016.

**Professional Achievements: -**

1. End-to-end strategic planning & execution of Disb Escrow a/c funding. Total disbursement done in FY 23-24 – 13500+ Cr across 8 Co-lending partners.
2. Creation of SOPs, amendments, addendums for partners and internal departments.
3. Managing multiple cross functional teams (internal & external) to ensure quality output by coordination, facilitation, innovation and optimization.
4. CKYC generation and reporting of 1Cr + Loans (Complete Co-lending portfolio).
5. End-to-end handling of ARC transactions worth over 30 Cr.
6. Received Gogetter, Anchor Catalyst awards.
7. Creation and further optimization of end-to-end process for: -
  - Closure recon process.

- Incorrect receipts (Duplicate, false, incorrect amount, missed, etc.).
- FLDG claim and settlement process.
- Post FLDG settlement Foreclosure and Settlement process for multiple products across several partners.
- BAU process management and monitoring by coordination with more than 14 internal teams such PFL Operations, Collections, Finance, Tech, Database teams and all co-lending Partners.

**Other Achievements: -**

Coordinator of Digital Marketing Cell of I.S.B&M. 2022.

Appointed as the management head of Epignosis 2019 for The Heritage Academy Kolkata.

**Technical Proficiency: -**

- Loan Origination Systems (LOS)
- Loan management system (LMS)
- MS Office Suite (Excel, PowerPoint, Word)

**Languages: -**

- English.
- Hindi.
- Bengali.