

# NITIN SWARUP SOKHEY

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Global specialist with 17+ years of experience in Digital Transformation, Digital Banking and Open Banking APIs across Transactional Banking. Relentlessly pushing the envelope in the product journey to increase profitability and improve client experience. With strong ownership bias, an infectious desire to continually improve how things are done, and always thinking about ways to generate value for our customers. Embedded leadership skills to make right things happen.

## EXPERIENCE

### **Standard Chartered Bank – Singapore**

**Jul 2019 - Current**

*Director, CCIB Foundational API, CCIB Digital*

- Owns the vision for global strategy across Foundational APIs, and “embedded banking”, in line with the overall strategic transformation vision. Working in close partnership with Cash, Trade and Security Services Product groups.
- Creating partnerships with third-party platforms to bring “Banking to Customer ecosystems”, and to ensure that these enhancements target eco-system commercialization, API adoption and monetization while driving consumer and business value.
- Executes a key part in continually improving the ways of working across the organization with senior leaders and other key stakeholders, to champion client-facing API connectivity, RFP and to drive digital adoption and innovation across the bank.
- Leader in using Agile methodology to convert product concepts and features to Epics, User Stories and Backlogs and work with Scrum Master and Scrum teams for development across Sprint Cycles.
- Plans, builds, and launches key services across various customers in Telco, Insurance, Human Resources industries resulting in growth in digital transactions share and significant commercialization growth of the platform.
- Worked with regulatory and compliance developments globally and helps local markets create new monetisable services and platform business models.
- Collaborates cross-departmentally and cross-functionally to drive commercialization of API Banking platform and Open APIs using RESTful API methodology.

### **DBS Bank – Singapore**

**Jun 2017 – Jun 2019**

*Vice President – Product Manager, Digital Channels*

- Led transformation of digital channel products and services for Transaction Banking customers across Corporate and SME client segments. Global and local projects and programs enhanced customer experience.
- Rolled out various digital enhancements and digitally assisted projects covering API, Host-to-Host and Online channels across Cash, Trade and Securities services.
- Worked directly with regulators like MAS & RBI to execute digital platforms and industry-first initiatives including PayNow, SGQR, SWIFT GPI and UPI Payments.
- Created and led the Singapore market strategy execution on API with focus on Payments, Enquiry, Workflow services while working across teams on NPA's and customer on-boarding.
- Maximised digital value for numerous customers by establishing several partnerships with third-party platforms like Xero and integrated solutions based on Paynow.
- Worked on numerous use cases from ideation to commercialization, supporting customer needs, and enhancing the digital footprint. Led teams to significantly increase the digital banking footprint.
- Executed key re-platform projects with improved controls for online applications across the bank. Performed the role of product owner for the platform globally for digital user entitlements.

### **Deutsche Bank A.G. – Singapore & India**

**Jun 2006 – Apr 2017**

*Vice President – Business Product Manager, Online Channels – Singapore (Dec 2012 – Apr 2017)*

- Successfully led the commercialization and rolled out a global application Cash Manager App with Autobahn App Market. Deutsche Banks current platform for Corporate and Institutional clients. Directed project from inception to full-scale rollout across multiple markets including a Global product launch.
- Managed commercialization across Transaction Banking customers keeping customer user journey at the core of the design.
- Worked across divisions and teams to enhance product coverage and provide competitive analysis. Managed vendors to bring in digital tokens for the online digital banking platform.
- Spearheaded several Regulatory and Risk driven projects with focus on APAC and commercialized products and services covering local and cross-border, FX, and payment ecosystems.

*Assistant Vice President – Implementation, North and East India (Jun 2006 – Dec 2012)*

- Organized and managed various innovative banking solutions specific to client requirements which resulted in higher penetration of target markets and increased wallet generation.
- Implemented financial supply chain products for major F.M.C.G. and Automobiles manufacturers.
- Increased the transaction volumes on existing mandates and generated new business aspects with Major Key MNC and MM clients across various markets.
- Implemented over 100+ client-integrated solutions promoting digital adoption and growth in business leveraging Host-to-Host connections, new certificate exchanges and broadened the banks digital offering.
- Managed key relationships at the bank with customers during and post implementation.

**Standard Chartered Bank – India**

**May 2005 – Jun 2006**

*Implementation Officer*

- Provided complete management of banking solutions to new and existing customers through state-of-the-art services which resulted in increased wallet generation.
- Developed new business and maintained domestic and international clientele relationships at all levels.

**Panacea Biotec Limited – India**

**Jul 2004 – May 2005**

*Business Analyst*

- Reviewed business processes, performed data analytics, and offered sales support.
- Evaluated and assisted in implementation of the sales and distribution of mobile application solution.
- Increased capital and controlled expenses by overseeing the implementation Oracle Clinical for Clinical Trials and SAS acquisition saving thousands of dollars.

## **EDUCATION**

**Middlesex University – London, UK**

**2004**

*B.Sc. - Joint Honours Degree in Business Information Systems with Computing & Multimedia Technology*

**University of California, Berkeley – California, USA**

**Pursuing – 2021-2023**

*Master of Information and Data Science*

## **AWARDS AND RECOGNITION**

**Standard Chartered Bank – Singapore**

- Thought Leader, Keynote Speaker, and Representative of Bank at Asia's top conferences (Marine Money, Singapore 2019, Open API innovations 2020, Marcus Evans Event 2020 and aXess academy launch 2019).
- Keynote Speaker on topics such as Open Banking, API services, Innovation and Digital Banking.

**Deutsche Bank A.G. – Singapore**

- Authored several process and collaterals for transformation initiatives including rolling out Autobahn Apps.

**Deutsche Bank A.G. – India**

- Awarded the G.T.B Ratna award in 2007 for exceptional performance and rollout of a unique e-collection solution module across the industry.

## **SKILLS AND TRAINING**

**SWIFT Institute – Singapore**

*SWIFT Specialization (SWIFT for Corporates)*

**ORACLE Training and Certification Institution – New Delhi, India**

*ORACLE Technical Training (Oracle Applications DBA Track for Oracle Applications Rel 11i)*