

Shashank Vijay Nannuru | Manager, State Bank of India | B.Tech(IT), MBA(Finance)

Email: nshashankv@gmail.com | Mobile Number: +91-9652008900

Brief Introduction:

A Career Banker with 10 years' experience at State Bank of India including 7 years in FX Advisory and Treasury Sales as a Relationship Manager (Treasury).

PROFESSIONAL EXPERIENCE		122 MONTHS
STATE BANK OF INDIA		June 2015 – Till Date
Relationship Manager (Treasury)		August 2018 – Till Date
Responsibilities	<ul style="list-style-type: none"> • Handling and growing portfolio worth \$4 billion with 50+ large and mid-corporate clients across various industries in Mumbai and Pune • Responsible for marketing, managing and increasing treasury revenue and bank's share of wallet in forex, fixed income and derivative products • To source new corporate relationships for the Bank to increase revenue from sale of treasury products • Designed and implemented derivative hedging strategies that reduced portfolio volatility, while maintaining full compliance with regulatory frameworks • Providing advisory services and implementing risk hedging strategies for corporate clients, leveraging various derivative structures (forwards, swaps, options etc.) • Onboarding clients to the bank's Overnight Index Swap (OIS) book, promote the bank's Commercial Paper (CP) and Non-Convertible Debenture (NCD) offerings, driving client adoption and meeting financing needs • Effectively deploying the foreign currency deposits of the Bank 	
Achievements	<ul style="list-style-type: none"> • Successfully grew portfolio by 35%, each year on average, by capturing larger share of FX business, providing efficient hedging solutions, securing ODI/FDI/ECB/FCCB flows, converting rupee loan to foreign currency loan etc • Consistently achieved a derivative growth of more than 100% for last 4 years • Led coordination efforts between IT development team and a large MNC client for development of platform for SWIFT MT300 messaging, driving successful User Acceptance Testing (UAT) and validating platform functionality through client engagement and test execution. Subsequently, SWIFT MT300 messaging system was deployed to all the client's bank-wide • Drove aggressive growth in treasury revenue and increased bank's share of wallet by expanding the client portfolio across forex, fixed income, and derivative products, encompassing both existing and newly onboarded relationships • Spearheaded couple of major client onboarding to the bank's OIS (Overnight Index Swap) book • Secured funding for corporate clients through successful placement of Commercial Paper (CP) and Non-Convertible Debentures (NCDs), contributing to significant growth in the book 	

	<ul style="list-style-type: none"> • Minimized foreign currency and interest rate risk for corporate clients and optimized financial stability across the client portfolio by implementing customized hedging strategies (LTFx, POS, IRS, CIRS, OIS etc.) • Negotiated and executed ISDA Master Agreements (including Schedules) with clients, ensuring alignment with risk-management policies and regulatory standards while enabling efficient derivatives trading • Executed FX derivative deals on the Murex platform, including structured swaps and options—ensuring precise booking, confirmation, and timely settlement. • Advised corporate clients in restructuring rupee-denominated debt into foreign currency loans, achieving an average interest cost reduction of 1% to 1.5% improving overall borrowing cost for the customer, while effectively managing associated forex risk and efficiently deploying the foreign currency deposits of the Bank • Awarded highest appraisal rating of AAA for last three consecutive financial years for the hard work, performance and achievements
<p>International Certifications</p>	<ul style="list-style-type: none"> • Certified Treasury Professional (CTP), Association for Financial Professionals (AFP), July 2022 <p>*Issuing Organization: Association for Financial Professionals (AFP), USA</p>
<p>Other Certifications</p>	<ul style="list-style-type: none"> • Common Derivatives Certification conducted by NISM [2023] • Currency Derivatives Certificate conducted by NISM [2021] • Securities Operational & Risk Management by NISM [2020] • Certified Treasury Professional (CTP) conducted by IIBF [2019]