

HARSHIT HARISH JAIN



Harshit H. Jain (44 years) heads the Liabilities and Transactional Banking division in the Corporate & Institutional Banking group at National Bank of Dubai (NBD). He has been instrumental in the setting up of this division which aims to grow corporate liabilities at the Bank, help ring fence and leverage the Bank's existing and new customer relationships through product penetration and help grow non-funded fee income. He leads a team of 12 professionals who are engaged in the sales and support for corporate liabilities customer relationships and the development of products and services to meet their transactional banking needs in cash management, trade and securities services.

Prior to joining NBD in May 2006, he worked for over 10 years with Standard Chartered Bank, UAE where he played a key role in the setup of their highly successful Transaction Banking business. He joined Standard Chartered Bank, Dubai as a Business Development Manager in the Cash Management Services group in May 1996. After a successful sales stint, in May 2000, he moved into a regional role as their Head of Cash Management Products for Middle East and South Asia Region. In July 2004, he was chosen to head their Service Excellence group for the Wholesale Bank for UAE.

Harshit started his career with Wipro Information Technology, Bangalore in Jan 1985. He began his banking career with Bank of America, India (Mumbai and Chennai) in May 1987 wherein he took up roles of increasing responsibilities in the India Systems Group, Transaction Banking Operations and Global Payment Services.

He has been selected by SWIFT as one of the founding members of their recently setup UAE SWIFT Payments and Securities Working Group.

He has played a pivotal role in having Standard Chartered Bank getting rated as "Best Bank at Cash Management in the Middle East" at the Euromoney Awards for Excellence in 2003 and again in 2004.

Academic Background :

An MBA from India's premier management institute, Indian Institute of Management, Ahmedabad in 1987 and a Computer Science graduate from one of India's premier engineering colleges, Birla Institute of Technology and Science (BITS), Pilani in 1984. Distinction with Board Rank at Board level exams.

He was awarded a certificate by DGCX for being the topper at their Induction Training Program in Mar 2007. He was only the second holder in this region of the "Certified Cash Manager" credential awarded in 1999 by the Association for Financial Professionals, USA. He has also been trained, among others, on "SPIN Selling", "Six Sigma Black Belt", "Kepner-Tregoe Project Management" and "Leading Teams through Change" programs.