Saiful Hoda, Exeter MBA, PMP®
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CAREER SUMMARY

Global MBA with eight years of international exposure working with Tier One Financial Institutions in high precision low margin for error Front Office environments. Managed, mentored, and worked with global teams on multiple aspects of Software development lifecycle delivering software products, data science solutions, appliction maintenance and governance.

Structured thinker, excellent communicator and proficient in business writing with a proven track of working with the Executive Leadership.

EDUCATION

Executive Education   Jul'24 – Sept'24
Saïd Business School, University of Oxford
Leading Strategic Projects

Master of Business Administration   Sep'21 – Dec'22
University of Exeter, A Russel Group Institution, United Kingdom
Received Exeter MBA Better World and Future Leaders Scholarships.

Bachelor of Tech. in Computer Science   Aug'04 – Sep'08
Biju Patnaik University of Technology, India

EXPERIENCE

IBM London; United Kingdom   Apr'21 – Sept'22
Management Consultant, MBA Intern, ESG Investing and Machine Learning

Research project on ESG Investing and the role of Machine Learning and AI in integration of ESG Data with investment decision making.

- *Consulting:* Studied feasibility, refined the work statement, obtained buy-in from stakeholders and split deliverables into time bound actionable milestones. Managed quality, schedule, communication, and expectations of stakeholders at the University and at IBM.
- Research Strategy: Researched about ESG Risks, ESG Investment strategies, Risk materiality, ESG Scores, and ESG regulations. Interviewed subject matter experts, firms and AI Researchers experienced in developing Machine Learning driven actionable ESG scores.

Instinet - A Nomura Company; Hongkong   Apr'16 – Oct'17
Business Analyst, Global Product Strategy, Equities Trading Technology

Owned and managed changes to exchange-facing High Frequency and Low Latency Electronic Execution Platforms that included Newport OMS, SOR, and Execution algorithms. Worked in a three-member Asia Product Strategy team with reporting line to the Head of Asia Product Strategy.

- *Strategy:* Worked across all aspects of Product lifecycle, from ideation, developing prototypes to writing use case, scenario analysis and requirements specifications document. Prioritized product backlog with Asian business and developed consensus with strategy teams based across London and New York. Actively mentored and monitored world class software development teams, wrote user training manuals, mentored application support teams, and conducted product demos for the trading desk at Nomura and Instinet. Participated in steering committee meetings to understand the strategic direction of the firm and contribution required from the product team.
- *Requirements:* All aspects of Trade lifecycle that included Pre-trade, Trading, Post-trade, Market, Regulatory, and Operational risks for various broker-dealer and broker-neutral clients. Examples included automated cash and stock checks for Blackrock in Taiwan market, Price sensitivity checks for BNPP in Japan market, and data intelligent tools to discover liquidity within Nomura and Instinet.

Virtu Financials; Hongkong   Feb'15 – Apr'16
Reporting and MBO Support Analyst, Equities Trading Business Management

Developed automated and ad-hoc data driven solutions to operationalize Business and Regulatory risks. Worked on Governance projects in collaboration with Risk and Executive committee, reported to the Head of Product Development based in Melbourne.

- *Analysis and Development:* Gathered, Analyzed, Negotiated, Documented, and Prioritized data requirements from Asian Equities trading, compliance, and C-suite executives. Developed scripts in Python, wrote SQL queries and Stored Procedures on OLTP and OLAP data sources for ad-hoc, scheduled and exploratory data reports. Reports included regulatory uncovered short sells for Exchange reporting, Trade Surveillance Dashboards for compliance monitoring, Data driven risk management, Posit Alert Block Crossing opportunity ratios, and TCA.
- *Data Governance and Management:* Worked with the CEO's Office to define and apply data visibility rules in compliance with ASIC and SFC guidelines to data sources across the firm. Audited data retention arrangements to ensure compliance with regulations, scrutinized application logins to prevent unauthorized access, reviewed and updated IT Risks guidebook.

Refinitiv; Hongkong   Jan-14 – Dec-14
Onsite Product Development Manager (payroll of HCL Technologies), Capital Markets

Recruited, Managed and Mentored a Team of five for the development of an analytics platform, reported to the Director of Technology.

- *Product Management:* Developed Request for Proposal negotiated and obtained buy-in from client-side management for budget approval and product development plan. Refined product requirements from the client-side product team, prepared high and low-level delivery design for sign off by the client technology team, prepared delivery roadmap based on cost and effort estimates, prioritized Development, Unit Testing, Quality Testing and final UAT sign off based on client feedback.
- *Project Management:* Estimated and managed Effort, Cost and Resources required to complete the project within agreed timelines. Anticipated bottlenecks, escalated concerns, made trade-offs, and balanced the needs of business versus constraints of technology teams. Facilitated communication and collaboration across multiple groups with competing priorities and managed quality, cost, and expectations.

Citibank; Hongkong   May'10 – Dec-13
Onsite Systems Consultant (payroll of HCL Technologies), Equities Trading Technology

Offered system consultation services for Trading platforms written in Java and hosted on Unix Servers, reported to the Head of Asia Ops.

- *Systems Analysis and Report Development:* Troubleshot Service Requests, Incidents, Problems, and Outages in accordance with ITIL guidelines. Developed and maintained issue log, Operational Risk register, Risk severity and Risk scorecards to track potential IT Operational Risks to the business. Wrote Stored Procedures in SQL server and Unix Shell scripts to develop transactional reports.
- *Application* and Grievance Management: Partnered with the Product Team to introduce biweekly meetings with Business Leads based in Hong Kong, ASEAN, and ID markets to address Equity trading and booking platform related grievances. Tracked grievances and classified them as incidents, bugs or defects and followed up to closure with Application Owners based in Singapore.

SKILLS AND EXPERTISE

- Project Management: Managed Time, Scope, Quality, Cost, Risk, Communication, Stakeholder expectations and Budget Forecasts.
- Product Management: Design thinking, Ideation, Use case, Scenario Analysis, Requirements documentation, Backlog prioritization, and delivery.
- Operations Management: Business Process Mapping, IT controls and audit, Risk Scorecards, RCSA, Risk Register and Crisis Management.
- Technology Programming and EDA in Python, SQL, and Excel. Developed web applications in Django. Understanding of Software architectures.
- Python Libraries: Hands on NumPy, Pandas, Matplotlib, Seaborn, Plotly, Statsmodel and SciKit Learn. Understanding of Tensor Flow.
- Machine Learning: Hands on Regression, Classification, Clustering and Decision Trees. Understanding of NLP, Transformer models and Gen. AI
- Platforms: O/EMS, SOR, FIX, SQL Server, Visual Studio, Jupyter Notebook, AWS cloud, Service Now, JIRA and MS Office Suite.
- Business: Portfolio Management, Equity markets microstructure, Algorithmic Trading, ESG Investing, Equity Derivatives and Fixed Income.

CERTIFICATIONS

coursera.org/learner/saifulhoda
Certified Project Management Professional PMP® offered by PMI®
PG. Certification, later rebranded to Advanced Data Science certification, ten months of Program in Data Science offered by IIIT Bangalore