

Sumit Jain

15+ Years Professional experienced across International Trade, Supply Chain Management, Business Development, Global Commodity Procurement & Supply Chain Operations, Commodity Trading, Structured Trade Finance, Collateral Management, Product & Process Development, Quantitative & Qualitative Analytics

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Sitra, Kingdom of Bahrain



WORK EXPERIENCE



Global Sourcing & Supply Manager

 BMMI
12/2022- Present  Sitra, Kingdom of Bahrain

Job Responsibilities

- Leading Global Commodities operations for Sourcing & supply of Organic & Conventional Agri commodities like Herbs & Spices, Pulses, Grains, Oilseeds etc. from various origins of Africa & Asia.
- Business development and planning responsibility to increase revenue streams from existing & new countries of origin, product lines and customer.
- Responsible for procurement and sales, inventory strategy, Supplier & vendor selection, stake holder management to ensure the stability of supply chain.
- Design and develop Standard Operating Practices (SOP's) for smooth sourcing operations from East & West Africa
- Ensuring compliance with all Company policies and procedures as they relate to Finance, HR, Admin and Operations.

Commodity Trader/Senior Manager- KCIPL

 Export Trading Group (ETG)
07/2020- 12/2022  Mumbai, India

Job Responsibilities

- Traded Agri Commodities like Grains, Spices, Oilseeds etc. in Physical and Exchange Market
- Leaded Supply Chain & Structure Trade Finance book of Agri Commodities
- Actively managed forex exposure for hedging commodity positions

Deputy Vice President- Agri Services & Credit

 Edelweiss
10/2015- 05/2020  Chennai, India

Job Responsibilities

- Leaded team of Commodity Trade Finance, Warehouse receipt finance, Collateral Management, Commodity Procurement, Supply Chain & Warehousing
- Overall responsibility: business development, product management and top line of the region
- Administrative responsibility of operations, quality, risk, audit & compliance of the region



Assistant Vice President- Financial Planning

 Edelweiss
07/2014- 09/2015  Mumbai, India

Job Responsibilities

- Leaded Product Team of Investment Advisory & Financial Planning Business

Senior Product Manager-Axis Direct

 Axis Securities Limited
08/2013- 07/2014  Mumbai, India

Job Responsibilities

- Designed & developed Axis Direct digital platform for financial planning & goal based advisory.

Senior Manager-Financial Planning

 Edelweiss
10/2011- 08/2013  Mumbai, India

Job Responsibilities

- Worked as core team member for setting up Edelweiss Financial Planning business.
- Designed & developed Offline and Online financial Planning & Client Servicing Platforms
- Conceptualized & Developed Quantitative tools for Mutual Fund Research and model investment portfolios across various client's risk profile.

Associate-Retail Broking & Hedge Fund

 Edelweiss
02/2008- 10/2011  Mumbai, India

Job Responsibilities

- As trader executed arbitrage book of cash and derivatives trading strategies in equities
- Design and developed equity & mutual fund investment strategies for various agency businesses
- Revenue generation responsibility for equity & mutual fund asset class through various retail broking channels

QUALIFICATION & CERTIFICATES

- PGDBM (Finance) from Rizvi Institutes of Management (affiliated to University of Mumbai), Mumbai in 2008
- Bachelor of Commerce from University of Mumbai, Mumbai in 2006
- National Institute of Securities Markets Certification for Investment Adviser X-A & X-B
- National Stock Exchange Certifications in Derivative & Capital Market module in 2008
- Bombay Stock Exchange Certification in BCFM Module in 2008

ACHIEVEMENTS

- Build & Managed Structure Trade Finance Book of USD 25 Mn plus and handled more than 150K MT of Agri Commodities and warehousing capacity of 750K plus sq. ft.
- Handled Equity arbitrage book of USD 12 Mn+

SKILL & COMPETENCIES

Business Development

Commodity Trader

Global Supply Chain

Procurement & Sales

Leadership

Structure Trade & Finance

Goal Oriented

Trading

LANGUAGES

English ★★★★★

Hindi ★★★★★

