

# **Ajay Pal Singh Arora**

**Sales Head, Europe at Tata Consultancy Services**

Brussels, , BE

A leading expert in banking and financial services trends

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## **Biography**

In my 20 years of progressive global career with Banking and Financial services Industry, I have attained cross-domain expertise and track record in managing & leading business functions, identifying & developing new markets, formulating competitive strategies & implementing best practices to tap profitable business opportunities. I possess specialized skills in new business set-ups & development, operations, cost reductions, vendor management, marketing and business & functional analysis. I possess comprehensive knowledge about prevalent economic/ financial products and technologies, combined with expertise in instituting best practices to achieve business excellence at lowest overall cost. I have gained competence in analyzing, identifying and migrating processes & businesses and deft at end to end management of the same. Moreover with my strong liaison & relationship skills, I build & maintain long standing relations with stakeholders & key decision makers to strategically secure profitable business. I am deft at monitoring performance, manage complex business challenges with strong work-ethics, interpersonal communication, relationship management and analytic skills. I can motivate, lead & align winning cross-functional teams towards organizational objectives.

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## **Availability**

Keynote, Moderator, Panelist, Workshop, Host/MC

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## **Industry Expertise**

Corporate Leadership, Information Technology and Services, Banking

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## **Areas of Expertise**

Core Banking, Capital Markets, Insurance, Product Replacement, Banking Transformation

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## **Sample Talks**

**Transforming a Global Bank to achieve cost efficiency**

Transformation involving reduction in Cost / Income ratios, more productive staff, innovation leadership and future evolution

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## **Education**

Creighton University, IIT Kharagpur, Punjab University, GND University  
MBA, MFC, B.Tech Marketing, Finance, Technology

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## Accomplishments

Bank Transformation achieving over 100 m Euros savings

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