

SUMMARY

Doctorate in Economics with 18+ years of post-Ph.D. experience as an Economic Strategist in the banking, finance and education sectors. Domain expertise includes macro/business research across Sovereign Wealth Fund, Global/local banks and primary dealership institutions both in India and other global markets. Expertise in taking macro calls, trend analysis, forecasting, statistical tools/methodologies and research management. Providing innovative advisory and consulting services which focuses on achieving the business maxims of revenue growth and market leadership during different phases of a business – start-up/new business, growth and maturity. Facilitating informed decision making at the senior leadership levels by evaluating and assessing various business areas such as commodity markets, global treasury and asset allocation. An independent thinker with high achievement orientation, whose roles have evolved through proven abilities and persistent high performance.

EXPERIENCE

- 2015 – till date** **INSTITUTE OF MANAGEMENT TECHNOLOGY, Ghaziabad (IMT G)** **India**
Professor & Area Chairperson– Economic Environment & Policy
- Managing Area Resources for course development and delivery
 - Delivering courses on Macroeconomics and Business Environment to the management students as part of the MBA program; driving relevance of theory in the corporate environment
 - Conducting research through case studies/newspaper articles and other tools on relevant and emerging issues
- Institution Building**
- Chairperson of the Student Affairs Committee (SAC) supervising the following student committees;
 - Student Affairs and Welfare Council
 - PRISM (it manages media relations, orchestrate the corporate communications)
 - Sports Committee
 - Cultural Committee
 - Mess Committee
 - Member of the PGP (Post Graduate Program) Committee of the Institution
 - Contributed in the development of a banking vertical (module) from scratch to address the existing skill gaps in the banking industry:
 - Creating the entire curriculum, content, delivery module, processes and SOPs; exploring the market, identifying the skill gaps, collaborating with international universities and more
 - Leveraging industry networks and contacts to organize knowledge & social contact sessions to provide industry interface to the students and bridge the gap between theory & practical
 - Organized national & international conferences on topics related to conducting business in emerging markets; showcasing the institution’s capabilities and competencies
- 2012 - 2015** **STATE GENERAL RESERVE FUND (Ministry of Finance, The Sultanate of Oman)** **Muscat, Oman**
Economist – Business Strategy Development
Business Strategies Excellence
- Joined with the responsibility of providing a macro call on the emerging markets including India as part of the fund’s overall investment objective and vision
 - Participated in various leadership strategy meetings and reviews on optimal investment of the fund’s resources; recommended multiple long/short term investment strategies
 - Developed a research framework for country risk analysis to provide inputs in facilitating asset allocation decisions in countries like China, India & Japan
 - Forecasted performance and growth of the highlighted economies:
 - Compared the economies on the global map in terms of GDP, inflation, exchange rate, political environment, fiscal deficits and more
 - Focused on understanding the dynamics/inter-relationship of various economies within the global landscape and its implications on asset markets

- Provided strategic support to the short-term investment projects in terms of providing a macro viewpoint for the different projects:
 - Coordinated with internal/external stakeholders like venture capitalists, R&D teams and others for research and development of strategies vis-à-vis economic/policy/political risks
- Developed a holistic projection of the overall Oman economy despite lack of data which proved to be more towards reality than the other external projections

Commodity Market

- Spearheaded the pilot initiative of commodity investment research and recommendations; created a strategic framework for the same
- Recommended various options for investments in bullion markets:
 - Initial investment to be made in the bullion market with future expansion into segments such as industrial metals based on the view of the global economic cycle

2009 - 2012

AXIS BANK LIMITED

Mumbai, India

Vice President – Business & Economics Research

- Led research agendas focusing on impact of global development on the Indian financial markets and real economy; generated macro forecasts/projections and conducted sector studies:
 - Inculcated a culture of adopting the concept of studying the impact of global development on Indian real and financial sectors
- Outlined successfully in 2012 the projection of Indian growth heading towards sub 5% level which became a reality in FY13 and FY14
- Took calls on a regular basis regarding impact of policy, regulations, foreign exchange rates and liquidity projections amongst others
- Conducted industry studies to facilitate lending; analyzed industries like steel & textile in terms of trend analysis to forecast potential shortcomings/risks
- Coordinated with treasury teams to determine calls on growth, inflation, fiscal deficit, market borrowing, market yield, liquidity, exchange rate and more amidst the scenario of evolving Indian economy
- Provided inputs on asset allocation for private banking and wealth management segments to facilitate planned investment decisions of HNI/corporate
- Liaised with industry associations, policy makers like RBI, and economic think tanks like Bombay Chamber of Commerce & Industries and NCAER for thought leadership and ideation

2005 - 2009

GLOBAL BANKING AND MARKETS KNOWLEDGE CENTRE (HSBC EDPI)

Bangalore, India

Economist

- Helmed the Economics Desk in Bangalore with responsibility of tracking and monitoring the Indian economy and marketing the macro research
- Marketed multiple sell side research publications such as:
 - India: Looking for the leads – introducing lead indicator of industrial growth; India's energy boost: Impact of oil and gas find on Indian GDP & Current A/c
 - Finding USD370bn: Can India finance her infrastructure needs?

PREVIOUS EXPERIENCE

2002 - 2005

SECURITIES TRADING CORPORATION OF INDIA LIMITED

Mumbai, India

Chief Economist & Assistant General Manager

2001 - 2002

NATIONAL INSTITUTE OF BANK MANAGEMENT

Pune, India

Assistant Professor – Money Banking & Finance

EDUCATION

1997

Qualified SLET (State Level Eligibility for Lectureship) of West Bengal College Service Commission (Roll No. B07/0062)

1996 - 2000

Ph. D in Economics

IGIDR, Mumbai, India

Topic: Indian Real Exchange Rate Behavior and Durable Goods Market under Exchange Rate Uncertainty

1991 - 1993

M. Sc in Economics - International Economics

University of Burdwan, India

1988 – 1991 **B. Sc in Economics - Honors**

University of Burdwan, India

WORK IN PROGRESS

- Impact of demonetization on SMEs (survey data collected)
 - Phases of coupling and decoupling amongst developed, emerging and frontier markets across time and horizon?
 - Data surprises and financial market performance.
 - A novel way to explore twin deficit for India and policy implications
 - Farm, manufacturing and Services Economy in India
 - How far the remaining use-based classifiers explain index of consumer goods in India?
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PUBLICATIONS

- Paul M, Bhanja N., Dar A.B. (2019): Gold, Gold mining stocks and Equities – partial wavelet coherence from developed countries; Forthcoming in Resources Policy.
 - Dar A.B., Bhanja N. & Paul M (2019): Do Gold Mining Stocks Behave like Gold or Equities? Evidence from UK and the US, International Review of Economics and Finance, Volume 59, January 2019, pages 369-384 (ABDC – A Category)
 - Upadhyay P. & Paul M (2019): The linkage between knowledge management practices and Organization Based Projects for better learning outcome: A Conceptual Framework International Journal of Educational Management, Vol. 33 Issue: 1, pp.166-178, (ABDC - B Category)
 - Can Utoo find adequate space in a crowded market? (with Parijat Upadhyay and Rajshekhar Chatterjee), The Case Centre (no. 217-0020-1).
 - Real Estate: The impact of RERA 2006 & Demonetization with Akshay Deepak, , ANALYTIQUE (quarterly journal of Bombay Chambers of Commerce & Industries), Vol. VI, No.5, October –December 2016
 - Delhi's odd-even formula As Public Policy to Address Market Failure: How Robust has it been, with Parijat Upadhyay & Boishampayan Chatterjee, ANALYTIQUE (quarterly journal of Bombay Chambers of Commerce & Industries), Vol. VI, No.5, July –September 2016.
 - Nexa: Maruti Suzuki's Premium Dealership Network, with Boishampayan Chatterjee, Parijat Upadhyay and Neel Das, Ivey Publishing (no. 9B16A040), September 2016
 - Delhi's odd even formula, with Parijat Upadhyay, Boishampayan Chatterjee and others, Case Centre (no. 26-0019-1), 2016.
 - A re-look at sectoral linkages in more recent Indian data, Indian Journal of Economics & Business (IJEB), Vol.9, No. 4, (Dec. 2010)
 - Choice of Policy Priority between Agriculture and Non-Agriculture, ANALYTIQUE (quarterly journal of Bombay Chambers of Commerce & Industries), Vol. VI, No.5, April –June 2010
 - Interest Groups or Incentives: The Political Economy of Fiscal Decay' (with Ashima Goyal): Published in R. Correa and L. G. Burange (eds.) "Reforms, Institutions and Policies: Challenges Confronting the Indian Economy", Mumbai: Himalaya Publishing House, 2004
 - Clearing And Settlement Mechanism for Trades in Indian Corporate Debt Market – A Road Map (Co-authored with V. Ravichandran & Binayak Pal): Published in "Vinimaya" Vol XXII No. IV (January - March 2004).
 - Strategic Effect on Renting and Selling in a Durable Goods Market under Exchange Rate Uncertainty (Co-authored with Sougata Poddar): Published in "Effect of Globalisation on Industry and Environment" edited by Dr. Rajat Acharyya and Dr. Bhaswar Moitra, Lancer Books, New Delhi, 2001.
 - Exchange Rate Uncertainty and Durable Goods Monopoly (Co-authored with Sougata Poddar): Discussion Paper 99-155, IGIDR and Working Paper (2000/06) at National University of Singapore.
 - Renting or Selling – A Strategic Choice in a Durable Good Market (Co-authored with Sougata Poddar), Discussion Paper 99-155, IGIDR and Working Paper (2000/06) at National University of Singapore
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PERSONAL

Date of Birth: September 26, 1969

NATIONALITY	Indian
GENDER	Male
LANGUAGES SPOKEN	English, Hindi, Bengali