SUNDAR MALENG, MBA

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VP OF BUSINESS DEVELOPMENT / SENIOR SALES LEADER

PRODUCT FOCUS: ENTERPRISE SOFTWARE / SAAS / FINTECH / DATA & ANALYTICS SOLUTIONS

Senior sales executive with 19 years of results driving revenue, market share, and profitability growth for top technology developers and management consulting firms—enhanced by specialized expertise selling within the banking, financial services, and capital markets ecosystem. Recognized throughout career for a unique combination of business, financial, and IT expertise, combined with exceptional strengths in client relationship-building and strategic account management. MBA Degree and BE degrees. Skilled presenter with experience evangelizing new product concepts to top media outlets such as the Wall Street Journal and Investors Daily, as well as premier analyst firms such as Gardiner, Aite, and Celent.

AREAS OF EXPERTISE

- **Sales Leadership / CxO-Level Relationship Management**: Demonstrated success leading the acquisition/delivery of multi-million dollar IT and consulting engagements throughout the globe—designing customized solutions, closing deals, and ensuring retention of top strategic accounts
- **RPA & Intelligent Automation Solutions**: Recognized expert in state-of-the-art process automation and digital transformation solutions; skilled at leveraging technology to help institutions increase ROI and drive millions of dollars of cost out operational, financial, and compliance-focused processes
- **Financial Markets Expertise**: Comprehensive knowledge of the global financial market ecosystem and key players in the Consumer, Wholesale, Wealth Management, Insurance and Capital Markets—as well as emerging GRC requirements from CCAR, BASEL, SEC, the US Treasury, and the Federal Reserve
- **Strategic Alliance Management**: History of results cultivating synergistic partnerships with top technology firms such as Google, Amazon, Apple, and Dell in order to extend a firm's overall solution portfolio, address gaps, outmaneuver competitors, and win joint sales opportunities
- **Thought Leadership & Influencing**: Skilled presenter and public speaker comfortable serving as a primary corporate spokesperson, managing relationships with top analyst firms, conducting media appearances, and increasing brand awareness via industry tradeshow/conference participation

CAREER HISTORY & HIGHLIGHTS

UNISOFT, New York, NY — WWW.UNIFSOFT.COM

History of progressive business development leadership roles held within the ranks of this publicly-traded technology firm (NYSC:USFT) backed by Google, Mason Brothers, and Charter Capital; currently hold senior executive role focused on managing key strategic relationships with top banking, financial services, and investment institutions.

VP, Financial Services ..... April 2021 – Present
Senior Director, Financial Services ..... September 2019 – March 2021
Director, Financial Services ..... August 2018 – September 2019

Highlighted Projects & Accomplishments

- **Built a $200M+ annual run rate** within the Banking, Capital Markets, and Insurance verticals via the development/execution of innovative go-to-market (GTM) and business development strategies
- **Expanded the client portfolio from 3 to 24 banks**, securing deals and managing VP- and CxO-level relationships with top institutions such as JP Morgan, Bank of America, and Wells Fargo
- **Lead all account prospecting, qualification, and presentation activities**, expertly managing 6-12 month sales cycles and negotiating average deal sizes in the $5-10M range
- **Consistent history of sales excellence**, including receipt of the Unisoft "Sales & Business Development MVP Award" in 2019-2020 and 2020-2021, as well as President's Club honors in both of the same years
- **Manage an 8-person team of direct reports** located throughout the world (NA, APAC, EMEA, LATAM), providing the mentoring and guidance needed to increase the firm's customer base on a worldwide scale
- **Serve as a trusted advisor to client executives**, advising on the use of Unisoft's unique automation solutions to streamline their operations using multiple cutting-edge technologies (RPA/OCR/ML/NLP)
- **Design reusable, fit-for-purpose process automation solutions** to support clients with activities such as Financial Spreading, Customer Onboarding, Investment Research, and Customer Service Fulfillment

- **Build strategic partnerships with vertical AI/ML partners** to offer enhanced solutions in areas such as conversational AI, anomaly detection, auto reconciliation, and digitization; notable partners recruited to date incl. Google Advanced Software Labs, Amazon, K15, Hyperscale, and Digital Delta
- **Serve as corporate spokesperson at high-profile industry events**, in addition to promoting thought leadership via ongoing article publishing and webinar delivery and driving increased brand awareness via outreach to leading analyst firms and influencers such as Aite, Celent, and Gartner

GLOBANT, New York, NY & Bangalore, India WWW.GLOBANT.COM

Served as a top consultant and relationship manager for this global management consulting firm focused on helping the world's most recognizable brands navigate today's digital landscape—adopting disruptive technologies, FinTech solutions, and enterprise applications to maximize shareholder value and secure lasting competitive advantage.

Senior Principal, Business Consulting Services..... July 2014 – August 2018
Principal, Business Consulting Services..... October 2012 – July 2014

Highlighted Projects & Accomplishments

- **Managed 15+ high-profile Automation engagements** for banks and capital markets firms, handling all end-to-end design and delivery steps including investment case definition, process fit/selection, product selection, and implementation (WorkCell, Automation Engine, Globant RPA Platform)
- **Led 10+ Regulatory Compliance projects** aimed at helping clients maintain compliance with changing BCBS 239, CCAR, BASEL, Risk Management, Regulatory Data/Reporting, and EUC requirements
- **Drove 10+ Financial Transformation projects** focused **on** assisting institutions with risk/finance data integration, legal entity management, subledger standardization, and reference data platform creation
- **Guided 5+ GRC/Compliance Transformation program**s encompassing GRC platform evaluation, GRC implementation, and Sanctions Screening roadmap definition
- **Key clients served during tenure** include Tenet Bank, Gerschwin Financial, and the International Monetary Union—in addition to delivering projects to additional finance/banking institutions in 15 countries around the world including Japan, Hong Kong, India, and the UK
- **Acquired subject matter expertise in numerous IT/Finance topics** including robotic process automation, management reporting, regulatory compliance, trading platform implementation, global change delivery, enterprise risk management, compliance reporting, and reference data transformation
- **Maintained up-to-date knowledge of global regulatory changes/requirements** deriving from the CCAR, BASEL, US Treasury, US Federal Reserve Bank (FRB), and the SEC—in addition to increasingly rigorous GRC/eGRC and data privacy standards issued by the European Union (EU)

PRIOR EXPERIENCE (DETAILS UPON REQUEST)

KPMG | **Manager**.....November 2011 – October 2012
IT INDIGO CONSULTING | **Principal**..... February 2007 – November 2011
CARILLON CONSULTING (NOW DYKSTRA) | **Product Manager** .....February 2004 – February 2007
SYTRON SYSTEMS | **Senior Associate** ..... April 2003 – February 2004

EDUCATION, TRAINING & CERTIFICATIONS

MBA, Finance/Marketing | GENDAR UNIVERSITY — FACULTY OF MANAGEMENT STUDIES (2003)
BE, Information Systems | UNIVERSITY OF PUNJAB (2001)
Regulatory Reporting Platform Certification | AXIOM Regulatory Reporting
Certifications | Operational Risk, OTC Derivatives Administration (Securities Investment Institute/FSA); Machine Learning Data Analyst Certification (WorkCell); Solutions Architect Certification (ComSys)

MEDIA EXPOSURE / THOUGHT LEADERSHIP

Unisoft Banking Solution for CARES Act | Wall Street Journal (https://tinyurl123)
Presentation - Opportunities to Improve Customer Experience | FinTech National Association
Presentation - Unisoft Intelligent Automation for Retail Banks (https://tinyurl452)
Presentation - Reporting Reforms for International Investment Firms (https://tinyurl634)
Presentation - Comprehensive Capital Planning (CCP) | CFO Roundtable (https://tinyurl865)
Presentation - Automation & CX in Banks (https://tinyurl186)
Webinar Facilitation - Regulatory Compliance with Navistar (https://tinyurl543)
Webinar Facilitation - PPP/SBA Loan Solutions (https://tinyurl087)