

SAGAR MORE

VP, New Products Trading Ops,
Securities Ops, ESG
(MY RPT Visa Holder)



CONTACT DETAILS

- +601112267586
- sagar.more@hotmail.com
- Kuala Lumpur, Malaysia
- <https://www.linkedin.com/in/sagar-re-8b663432/>

CORE COMPETENCIES

- Trading Operations
- Derivatives Clearing
- Securities Operations
- Carbon & Renewable Energy Trading
- Financial Market Regulations
- Environmental, Social, and Governance
- Risk & Compliance Management
- Clearing & Settlement Processes
- Stakeholder Management
- KYC/AML Compliance
- Exchange-Traded & OTC Derivatives
- P2P Financing Operations
- Collateral & Margin Management
- Regulatory Reporting & Governance
- Financial Product Innovation
- Market Liquidity & Trade Execution
- Automation & Process Optimization
- AI & Data-Driven Decision Making
- Project & Change Management
- Strategic Business Development

EDUCATION

MBA-Finance from Institute of
Technology and Management,
Mumbai | 2010-2012

Post Graduate Diploma in Financial
Management, L.N. Welingkar
Institute of Management,
Development & Research,
Mumbai | 2008 –2009

Bachelor of Commerce, University of
Mumbai | 2004–2007

PROFILE SUMMARY

- Strategic Leader in Financial Markets & Product Innovation:** Driving transformative initiatives across ESG, digital assets, and traditional securities markets with a 17-year track record in product development, regulatory compliance, and market infrastructure.
- Pioneer in Carbon Trading & ESG Markets:** Spearheaded the setup of Malaysia's first Carbon Exchange at Bursa Malaysia, establishing KYC frameworks, trading rules, and regulatory compliance processes, setting industry benchmarks.
- Expert in Securities, Derivatives & Digital Assets:** Extensive experience in clearing, settlement, hedge fund operations, and the evolving landscape of crypto and digital asset trading, aligning with global financial innovation trends.
- Architect of Market Infrastructure & Trading Platforms:** Led the end-to-end development of trading platforms, from conceptualization to vendor selection, implementation, and go-live, ensuring seamless market operations.
- Regulatory & Risk Compliance Specialist:** Designed and implemented AML, KYC, and due diligence policies for corporate clients, ensuring alignment with compliance standards.
- Business Growth & Stakeholder Engagement:** Drove business development and client acquisition for carbon and ESG products, fostering partnerships with buyers, sellers, and regulatory bodies to expand market reach.
- Leadership in Emerging Financial Products:** Drove innovations in gold trading, investment notes, and peer-to-peer fundraising platforms, aligning with evolving financial market trends.
- Proven Expertise in Exchange-Traded & OTC Derivatives:** Successfully migrated derivatives clearing and margining operations across global markets, optimizing risk management and regulatory compliance.
- Transformation & Automation Champion:** Led AI-driven process enhancements, automation & 'human-to-virtual' journeys, driving efficiency & eliminating manual intervention.

CAREER TIMELINE (recent 4 organizations)

Sep'12-Dec'14	Jan'15-Jul'19	Jul'19-Sep'22	Since Sep'22

WORK EXPERIENCE

Vice President – New Products Trading Operations, Carbon & Renewable Trading Bursa Malaysia Stock Exchange | Sep'22 – Present | Kuala Lumpur, Malaysia

- Orchestrating the development and optimization of internal operational frameworks for Bursa Malaysia's Voluntary Carbon Market (VCM), ensuring seamless trading execution.
- Engineering and deploying an end-to-end trading platform in partnership with a technology vendor, elevating market liquidity and efficiency.
- Instituting robust KYC/AML protocols to onboard new market participants, fortifying compliance with regulatory mandates.
- Cultivating strategic alliances with high-profile domestic and international corporates, in collaboration with business development teams, catalyzing a 20% surge in market participants and trading volume.
- Surpassing participant acquisition targets by 20% and amplifying trading volume by 15% in 2024 through data-driven engagement strategies.
- Spearheading Malaysia's inaugural carbon credit auction (March 2023) and pioneering continuous trading platforms (September 2023), driving market innovation.
- Facilitating the trading of I-REC standard Renewable Energy products, stimulating a 20% increase in market participation within two quarters post-launch.
- Conceptualizing and upholding critical post-trade processes, including clearing, settlement, and carbon registry transactions, ensuring operational integrity.
- Acting as the chief liaison with regulatory bodies, including Bank Negara Malaysia and the Securities Commission, securing approvals for US Dollar-denominated carbon trading while fortifying governance protocols.
- Partnering with the Inland Revenue Board to resolve taxation treatment complexities and FATCA CRS implications for the Carbon Market business.
- Directing operations for BR RAM Capital's P2P Financing and Bursa Gold Dinar, deploying efficiency-enhancing strategies that are streamlining processes by 15% and bolstering customer engagement.

Assistant Vice President – Exchange Traded & OTC Derivatives Clearing HSBC Global Banking Markets | Jul'19 – Sep'22 | Kuala Lumpur, Malaysia

- Provided strategic oversight, executing direction, advocacy, and process enhancements for the Futures Clearing business across CME, CBOT, NYMEX, COMEX, and ICE Exchanges.
- Led the transformation of global Futures Clearing Operations teams spanning the Americas, Kuala Lumpur, and Manila, standardizing best practices and elevating service delivery.

CERTIFICATIONS



Foundations of Project Management course by Google



Post Graduate Program in Artificial Intelligence for Leaders



ChatGPT Prompt Engineering (Udemy)



AI-Driven Project Management: Techniques and Insights (LinkedIn Learning)



ESG for Commercial Lenders (LinkedIn Learning)



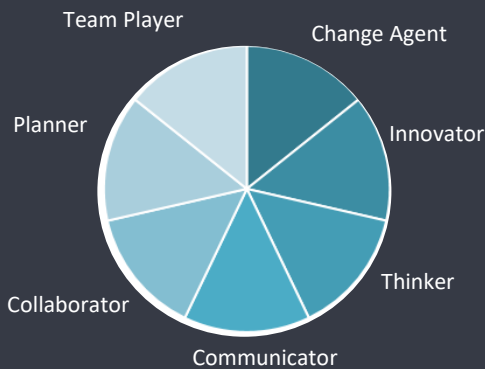
National Stock Exchange (NSE) Certifications in Financial Markets (2008):

- Capital Market (Dealers) Module
- Derivatives Market (Dealers) Module
- Commodities Market Module
- Fundamental Analysis



Bombay Stock Exchange (BSE) Certification in Securities Market

SOFT SKILLS



ACCOMPLISHMENTS

- ⊕ Recognized in Year-End Departmental Customer Satisfaction Survey (2023 & 2024) – Bursa Malaysia
- ⊕ Team of the Quarter Award (Oct–Dec 2020) – HSBC Bank, Malaysia
- ⊕ Team of the Quarter Award (Apr–Jun 2018) – Standard Chartered Bank, Malaysia
- ⊕ Team of the Quarter Award (2013) – Deutsche Bank Group, India
- ⊕ Extra Miler Award (Apr 2011) – J.P. Morgan, India
- ⊕ 'Titan of the Month' Award (2010) – State Street, India
- ⊕ Manager's Award for Accuracy & Overall Best Performance (2010)

- ⊕ Spearheaded high-impact initiatives in dynamic and competitive market environments, fortifying HSBC's market position.
- ⊕ Governed trade capture and regulatory reporting, ensuring precise execution of Direct Market Access (DMA) and voice-executed futures trades while streamlining Straight Through Processing (STP) workflows.
- ⊕ Successfully transitioned futures trade capture operations from the USA and Manila to Kuala Lumpur, expanding market coverage across US and London markets.
- ⊕ Supervised electronic trade flows, execution, and clearing businesses, securing optimal third-party broker clearing arrangements.
- ⊕ Drove process automation by transitioning manual operations into self-service capabilities, optimizing workflows, and reducing human intervention through digitization.
- ⊕ Strengthened the risk and control framework, aligning business needs with stringent internal policies to mitigate operational risks.
- ⊕ Executed high-risk processes involving direct access to primary trading systems, collaborating with clients, broker-dealers, and hedge funds to ensure seamless transactions.
- ⊕ Facilitated milestone achievements in STP optimization by remediating trade flows in 2020, streamlining operational efficiency.
- ⊕ Provided thought leadership to a team of Assistant Managers, ensuring seamless execution of key ETD trade capture functions.

Assistant Vice President – Derivatives Clearing & Prime Services

Standard Chartered Bank | Jan'15 – Jul'19 | Kuala Lumpur, Malaysia

- ⊕ Directed client collateral management, overseeing cash and securities placements to ensure margin account coverage while mitigating financial exposure.
- ⊕ Advised institutional clients on evolving regulatory frameworks impacting OTC derivatives, optimizing cost efficiency for IRS and CCS trades cleared through the London Clearing House.
- ⊕ Streamlined collateral management processes, enhancing operational precision and significantly reducing manual intervention.
- ⊕ Ensured the timely and accurate execution of margin settlements, reinforcing compliance with risk management protocols.
- ⊕ Led the strategic migration of derivatives clearing, margining, and prime brokerage operations from Singapore to Kuala Lumpur, augmenting regional operational efficiency.
- ⊕ Designed and deployed robust platforms for collateral management, modernizing workflows and mitigating operational risks.
- ⊕ Led a team of analysts & managers, driving performance excellence & talent development.
- ⊕ Maintained stringent adherence to global derivatives regulations, proactively aligning processes with regulatory advancements and reinforcing client confidence.

Process Supervisor – Derivatives Valuations | Deutsche Bank Group | Sep'12 – Dec'14 | Mumbai, India

- ⊕ Directed the seamless migration of the Emerging Market Daily IPV process from London to Mumbai, optimizing efficiency and cost-effectiveness.
- ⊕ Assessed P&L swings, price variances, and risk positions, ensuring alignment with corporate valuation policies.
- ⊕ Liaised with trading desks, sales teams, product control, and technology divisions to address valuation challenges and enhance process integration.
- ⊕ Compiled and presented valuation reports to senior management, finance directors, and trading desks, demonstrating strong analytical acumen and decision-making capabilities.

Analyst – Rates Settlements | J.P. Morgan Chase & Co. | Aug 2010 – Sep 2012 | Mumbai, India

- ⊕ Managed the end-to-end settlement of Interest Rate and Credit Derivatives across Asia, Europe, and North America, ensuring precision in coupon payment confirmations.
- ⊕ Led process refinement initiatives, optimizing operational workflows and minimizing settlement discrepancies.
- ⊕ Engaged in high-level coordination with OTC Derivative Middle Office Teams, Business Units, and IT divisions, reinforcing operational stability.
- ⊕ Leveraged electronic banking systems such as DTCC, Markit, and Bloomberg to resolve technical bottlenecks and drive seamless transaction execution.

Senior Associate – Custody Operations & Securities Services

State Street Bank & Trust Company | Sep'08 – Aug'10 | Mumbai, India

- ⊕ Cultivated and strengthened client relationships, resolving complex trade queries and liaising with custodians and hedge funds.
- ⊕ Led cross-functional teams across multiple time zones, ensuring adherence to global trade settlement standards.
- ⊕ Managed daily cash balances and foreign exchange transactions, mitigating overdraft risks and ensuring financial stability.
- ⊕ Implemented proactive reconciliation strategies, optimizing operational efficiency and minimizing trade discrepancies.
- ⊕ Enhanced trade settlement workflows, reducing processing time by 30% through advanced data management techniques using Bloomberg Terminals.

Equity, Futures & Options Trader | HDFC Securities Pvt. Ltd. | Oct'07 – Sep'08 | Mumbai, India

- ⊕ Executed high-value trades for High-Net-Worth Individuals (HNIs), managing equity, futures, and options portfolios to optimize returns.
- ⊕ Applied advanced market analysis techniques to maximize portfolio performance, achieving a 15% annual return.