

# Pujasree Das

9432429269 • pujasree\_das@yahoo.com • <https://www.linkedin.com/in/pujasreedas/>

---

## **BFSI Domain Expert | Cross-Sector Integration & Transformation | Risk, Treasury & Compliance | Fintech & BFSI Integration**

Dynamic Banking Leader with 13 years of progressive experience in PSU, spanning branch operations, risk management, treasury, vigilance, credit, product innovation, and strategic planning. Skilled at bridging domain expertise in BFSI with cross-sector business needs, enabling integration of financial solutions into diverse industries. Proven ability to design and implement strategies that enhance compliance, optimize operations, and deliver customer-centric growth. Seeking a senior managerial role where my deep deep BFSI expertise can be leveraged to drive transformation, innovation, and sectoral integration with BFSI.

### WORK EXPERIENCE

---

#### **UCO Bank**

**Jul 2025 - Present**

##### **Chief Manager - Branch Head**

- Streamlined branch operations, enhancing customer service and compliance, resulting in a 100% increase in customer satisfaction within 3 months.

#### **Paschim Banga Gramin Bank**

**Jul 2023 - Jul 2025**

##### **General Manager - Vigilance, Inspection, Law, Risk Management, Accounts, Treasury & Investments, Planning & Development, Bancassurance, and Fraud Risk Management**

- Spearheading multiple critical departments, including Vigilance, Inspection, Law, Risk Management, Accounts, Treasury & Investments, Planning & Development, Bancassurance, and Fraud Risk Management.
- Driving the development and implementation of strategic policies across operational areas.
- Leading high-performing teams, providing mentorship and fostering a culture of accountability.
- Overseeing risk management strategies, ensuring regulatory compliance and protecting assets.
- Steering treasury and investment portfolios, ensuring optimal liquidity management.
- Collaborating with executive leadership and the Board on strategic growth initiatives.
- Developing and strengthening partnerships with regulatory bodies, auditors, and stakeholders.
- Leading bancassurance efforts to grow third-party product sales and customer satisfaction.
- Overseeing the planning and development of new products to expand market reach.
- Implementing robust fraud risk management systems to maintain operational integrity.
- Successfully led teams during critical audits and inspections, maintaining regulatory compliance.
- Acted as key integrator with the service provider during Core Banking migration (Finacle 7 → 10), coordinating cross-functional teams to ensure seamless implementation and zero critical downtime.

#### **UCO Bank**

**Sep 2012 - Jul 2023**

##### **Chief Manager – Various Departments**

- Led high-performing teams across HRM, Credit, and Operations.
- Implemented strategic initiatives to improve departmental performance and customer service.
- Developed and mentored future leaders, fostering a leadership culture.
- Coordinated with senior leadership to set departmental goals and drive cross-departmental projects.

##### **Senior Manager – Head Office Departments**

- Held senior management roles across HRM, Credit Monitoring, and other key departments.
- Spearheaded process improvements and staff training initiatives.
- Aligned departmental objectives with the bank's strategic goals.

### **Manager – Various Branches**

- Managed branch operations, including customer service, credit appraisal, cash management, and regulatory compliance.
- Led teams to achieve sales targets and operational efficiency.
- Implemented customer engagement strategies to enhance satisfaction.
- Mentored and trained staff, building leadership skills.

### **Manager – Retail Department (Head Office)**

- Worked at Head Office, formulating and developing retail banking products tailored to customer needs.
- Collaborated with cross-functional teams to implement new product offerings, increasing the bank's market reach.
- Conducted market analysis and competitor benchmarking to support product innovation.
- Took on leadership responsibilities in product development and strategy alignment.

### EDUCATION

---

#### **MBA in Finance and Marketing**

University of Calcutta, Department of Business Management

Jun 2010 - Mar 2012

#### **Bachelor of Technology**

Calcutta Institute of Engineering & Management

Jun 2005 - Jun 2009

### SKILLS

---

- **BFSI Domain Expertise:** Risk Management, Treasury, Compliance, Credit, Bancassurance
- **Cross-Sector Integration:** Adapting BFSI frameworks into fintech, NBFC, insurance, and allied sectors
- **Program & Delivery Management:** Driving cross-functional projects and strategic initiatives
- **Strategic Leadership:** Policy formulation, governance, stakeholder engagement
- **Innovation & Transformation:** Retail banking product development, process re-engineering, fraud risk systems
- **Analytics & Decision-Making:** Market analysis, competitor benchmarking, performance optimization
- **Stakeholder Collaboration:** Regulators, auditors, boards, and technology partners

### LANGUAGES

---

- English – Full Professional
  - Bengali – Native
  - Hindi – Native
-