



>> PROCTOR

Enhancing Human Capital

BANKING AND FINANCE INDUSTRY

NBFC:

Client Profile

Proctor assisted one of India's leading Non-Banking Financial Companies (NBFC) start up and strengthen its base in the Indian markets from scratch.

How Proctor Helped/Proctors Role

We relieved our client from the responsibilities and worries of people side of their business and let them focus on their core business. Proctor, helped them identify most of their core team in their first year of operations at the Middle & Senior Management level.

Similarly we helped another client a technology driven Company using cutting edge technologies like Smartcards, Biometrics reach out to its micro customers on a large scale.

Proctor with its delivery capability aligned our client to set up and ramp up their operations

quickly by handholding them in identifying suitable professionals to meet their manpower requirements. Today our client has a customer base of 48 million spread across 26 states in India. Significant contributions were made in all the spheres of their hiring initiatives across functions like Operations, Finance, Human Resource, Training & Development, IT, Facilities & Infrastructure, Sales & Marketing, Rural Business, etc.

Our client being a start-up was interested in hiring the cream de la cream from the banking & financial industry. Our challenge was similar in nature to identify and inspire top and diverse talent from leading banks to join a newly established non banking venture; we dealt with this enormous task head on by gunning for blue blooded bankers, engaging them in a healthy dialogue, exposing them to an environment they want to be a part of.

Positions Closed

- Director – Insurance Business
- Financial Controller
- Head – Technology
- Head Corporate Communications
- Head – IT Infrastructure
- Head Human Resources
- Head Channel Management
- Vice President - Finance
- Vice President – Rural Business
- Vice President - Human Capital
- Vice President – Margin Funding
- Vice President – Individual Loans
- Asst. VP - Legal & Company Secretary
- Asst. VP - Treasury
- Asst. VP - Premises & Infrastructure
- Asst. VP – Microfinance
- Asst. VP – International Business
- Regional Manager – Collections, Technology, Sales, Training
- Branch Managers

We at PROCTOR have been closely working with clients during their initial set up stages enabling them to establish their in house outsourcing centers in India right from the inception stage, thus adding tremendous value in their hiring process.

Striking the optimum balance between cutting edge skills, best-in-class experience and a fitment in the client's context is of utmost importance to us and we thrive to achieve just that.

PROCTOR FOR YOU:

We at Proctor have the necessary infrastructure and expertise, to cater to the demands of this challenging, interesting and vast sector. We are not just recruiters but act as Consultants and Advisors to our clients. Having placed high calibre finance & banking professionals, right from newly qualified to board level professionals, on a permanent basis in various corporate sectors. Our financial recruiters are well connected with several years of experience in the industry. They understand the intricacies of the banking and finance market place and have successfully

plugged vacancies throughout India and abroad. Our clients consist of major investment banks, corporate commercial banks, investment houses, business groups and rating agencies.

