

TERLOCHAN SINGH BASRA

PROFESSIONAL ENTHUSIAST EXPLORING NEWER HORIZONS OF GROWTH
BY UNDERTAKING AN ASSIGNMENT TO DRIVE BUSINESS PROFITABILITY
BY ADOPTING MIX OF PRODUCT & PROCESS REFINEMENTS.

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PROFESSIONAL COMPETENCY



Core Competency

Business Development
Risk Management for CE, CV,
Tractors, Cars & 2W's
Collateral Management –
Collateral Selection, FMV, OLV
Grids, Resale Realizations
OEM Relationship Management
Credit Underwriting
Strategy Management
Digital Resale Management,
Parking Yard Management,
Valuations Management



SOFT SKILLS

Collaborator	Communicator
Motivator	Analytical Thinker
Team Builder	Intuitive

PROFILE SUMMARY

- **MBA Marketing, B.E. Mechanical with 27 years of professional experience** in Business Management in varied products – Pig Iron, Fertilizers, Construction Equipment's, Commercial Vehicles, Cars & Tractors, 3W's & 2W's.
- Expertise in Collateral Management for Construction Equipment's, Commercial Vehicles, Tractors, Cars, 3W's & 2W's – Selection of Secured Collaterals, Managing FMV Grids, OLV Grids, Loan to Value & Tenor of Financing based on secondary market values, Asset Gradation for building & ensuring sound portfolio, Portfolio Analysis, Managing Valuers Empanelment & Annual Evaluations, Parking Yard Management for safe keeping of Assets, OEM relationship Management – Business Development & Risk Management.
- Led Business Development for Pre-Owned Assets – CE, CV, Cars, Tractors, 3W's & 2W's through physical and digital mode. Lead the creation of Online Auction portal for sale & purchase of Wheeled Assets and Excavators.
- End to End Product Management, Credit Underwriting, Portfolio Management. Retail Financing Tie-ups with NBFC's/Banks for Retail funding & Channel Funding.
- Digital Transformations in Collection process, Recovery process, Valuations, Safe-Keeping of assets, Documentation, Asset Refurbishment, Refinancing & Resale through online/physical auctions.
- Developed a business model for offering Digital platform for Sale Purchase of Assets, Parking Yards for safe keeping of Assets, Valuation Services, Refurbishment Services to other NBFC's/Banks
- Team Leadership – Build and lead high performing team of professionals, provided guidance, coaching and mentorship to foster a culture of collaboration, innovation and continuous improvement
- Relationship Management – Cultivate and maintain relationships with key stake holders and internal team members through continuous and clear communication to support growth and lead success for the Business.



ACADEMIC DETAILS

July'1996 Master's in Business Administration in Marketing with 74.05% marks from
National Institute of Management, Raipur.

Sept' 1993 Bachelor of Engineering in Mechanical branch with 75.37% marks from
National Institute of Technology, Raipur.

PROFESSIONAL EXPERIENCE

Head – Business - CE, CV, Cars, Tractors, 2-3W's, Scrap & NCLT Liquidation with iQuippo Services Limited, Sept'22 – April'23.

- Led the Business Development & Operations for iQuippo Services Ltd managing revenue through use of digital platform catering to needs of NBFC/Banks, Large Corporate Clients, Construction Companies, NCLT Liquidations for sale of pre-owned assets – CV, CE, Cars, Tractors and 2W, Process generated scraps of MSME's leading team covering Pan India Operations leading a team of managers.

Head – Used Vehicle Sales – CE, CV, Tractors, Cars, 3W's & 2W's with Hinduja Leyland Finance Ltd. Jan'20 – Nov'21.

- Built & managed digital platform www.gaadimandi.com for sale & purchase of Pre -Owned CV, CE, Cars, 2W, SCV & Tractors.
- Spear headed and Developed Leased Parking Yards Business from scratch for safe keeping of assets.
- Built Value enhancements in resale realizations over 5% through Asset refurbishments, Documentations and **Used Asset Financing**.
- Led the digital transformation journey of HLF in **Collection & Recovery Management** Process transformations for efficiency enhancement, bringing more value to end customers and enhancing customer satisfaction.
- Relationship Management - Build and maintained **tie-ups with OEM's & its authorized Dealerships** for sales of exchange CV's & **Large Fleet Operators** – building inflows of assets on portal.
- Business Enhancements - **Build tie-ups with NBFC/Banks** for end-to-end handling of **Pre-Owned Recovered Assets – Safekeeping, Servicing, Recovery Process Management and offering Value added Services – Financing & Documentation**.
- **Asset Gradation of CE, CV, Tractors & Cars** to ensure buildup of sound profitable portfolio by managing Collateral risks.
- **Managing OEM relationships for Business Development, Loss Pool & Subvention Pool Management.**
- **Valuations of Used Assets for Financing, Valuers Empanelment & RTO Agent Empanelment**

Achievements

- Product Development - Designed, developed and launched web portal for sale/purchase of pre-owned assets in two quarters of operation.
- Client Management - Achieved 8000+ User's registrations and achieved active participation on portal in first quarter of operation.
- Value Added Services – Developed Hinduja Leased Parking Yards for safe keeping of Recovered Assets & created profitable business model for carving separate company offering RMS & YMS to competition NBFC/Banks.
- Channel Management - Enrolled Channel partners, Brokers, Valuers, Servicing setups- Authorized Service Centers of OEM's and Multi Brand Workshops for offering refurbishment services.
- Operations Management - Designed, developed and operationalized Yard Management Services, Recovery Management Services, Refurbishment Process Digitization & Valuation digitization through mobile applications.
- Clocked 1000+ Used Vehicle Sale Transactions in first quarter of operation offering Insurance and Used Vehicle Loans with loss reduction of over 5%.
- Introduced Resale Decision Matrix for decisioning on sale of Used recovered assets based on secondary market values. Graded the recovered assets pool into fast moving/slow moving assets to support Liquidations.

Head Retail Finance with ACE Tractors – Aug'17 – Dec'19, at Delhi

- Spearheaded Sales & Retail Finance Vertical for Tractor Division in Domestic & International market (Nepal).
- Scaled Business volumes through Finance tie-ups & Inventory Funding.
- Managed the **Dealer Development** – Identification, Evaluation, On-boarding & Performance management.

Achievements

- Business Enhancements - Developed Retail Finance tie-ups for funding Tractors & Harvesters with IndusInd Bank Ltd, Chalamandlam Investment & Finance Corporation Ltd, Mahindra & Mahindra Financial Services Ltd, Magma Fincorp Ltd, Sundaram Finance Ltd, Adani Capital Ltd, State Bank of India & Punjab National Bank, Everest Bank, Nepal.
- Channel funding for Distributors & Dealerships for approx. 250+ crores.

Head Retail Finance – Preet Tractors Limited – Mar’17 – July’17, at Delhi

- Spearheaded Retail Financing for Tractor and Harvester division based at Delhi.

Achievements

- Retail Finance Team Hiring, Onboarding & Training on Pan India basis.
- Developed Retail Finance tie-ups with RBL Bank, DCB Bank Limited & Punjab National Bank for Channel Financing.

Head Asset Refurbishment & Resale - Magma Fincorp Limited, Aug’14 – Feb’17, at Delhi

- Spearheaded Asset Refurbishment Vertical for Pre-owned CV, CE, Cars & Tractors covering **Pan India**.
- Channel Development – Build Channel funding for Pre-Owned Brokers through Private Banks and NBFC’s.
- Responsible for tie-ups with Service Providers – OEM dealerships/ Multi Brand Workshops for repair and refurbishments.
- Developed tie-ups with Online Auction portals for sale of pre-owned assets.
- Responsible for sales of Preowned assets to end users /Brokers through **Used Asset Financing**.

Achievements

- Business Enhancements - Build Tie-ups with Carnation for Used Cars, Mahindra, Swaraj & Sonalika OEM Dealerships for Tractor Refurbishments for value enhancements leading to loss reduction of over 5%.
- Revenue Development - End User financing on Refurbished Assets – CV, Cars and Tractors for increasing revenue.
- Relationship Management – Developed DSA model for sourcing customers for recovered assets for loss minimization.

Regional Manager – Used Assets with Magma Fincorp Limited, Nov’13- July’14, at Jaipur

- Handled pre-owned CE, CV, Cars & Tractors sales and financing for **Rajasthan & Uttar Pradesh**.

Achievements

- Developed online sale process for reducing malpractices in sale of recovered assets.
- Process Refinements - Refined resale matrix for pre-owned asset liquidation, Decisioning based on matrix and score card, & Aging Monitoring resulting in faster liquidation reducing cost on parking and depreciation

Regional Manager Marketing with AMW Motors Limited, Sept’12-Oct’13, at Jaipur

- Handled Sales of AMW – Tippers, Haulages & Tractor Trailers in **Rajasthan**.

Achievements

- Spearheaded Inventory funding Tie-ups for Dealerships from State Bank of India for 250 crores.
- Managed Retail Financing tie-ups with NBFC’S & Banks for faster turnaround of sales
- Introduced Stock Grading & Indenting Analysis on Spare Parts for reduction in Inventory carrying costs.

Regional Risk Head - Fullerton India Credit Company Limited, April’10-Aug’12, at Delhi

- Handled Credit Underwriting for Commercial Vehicles & Used Cars. Single Signatory Limit of Rs.4 crores.
- Developed Policy, Process, Asset Gradation & Operational Workflows for Used Car Business and Used Commercial Vehicle Business. Optimized workflows based on market requirements.
- Maintained Underwriting standards and won Best Portfolio (CEO) Award, Best Script Writer for Used CV and Car Policy.
- Developed high quality credit team, managed hiring, training and mentoring for ensuring best practices in underwriting and portfolio management.
- Developed KPI’s for Used Asset Business, Portfolio Evaluation and Reporting to Senior Management.

Achievements

- Developed and managed profitable portfolio of over 2000 crores in Used Assets Business.

Head Product Risk Management in Fullerton India Credit Company Limited, Mar’08 – Mar’10, at Mumbai

- Spearheaded **Risk Management for Secured Business of Construction Equipment’s, Commercial Vehicles, Commercial Equipment’s, Cars, 2W & Mortgage as Collaterals**.

- **Created Secured Collateral Management System** for Secured Lending of CV, CE, Cars & 2W, Mortgage (Real Estate).
- Relationship Management – Cultivated & maintained **OEM Relationships** for Business enhancements.
- Underwriting Standardization - Developed and spearheaded Used Asset Business of CE, CV & Cars – **LTV assignment based on models, Asset Gradation based on Collateral Risks, FMV Grids, OLV Grids, establishing and maintaining policies of underwriting for secured collaterals, evaluating resale values annually and refining LTV's & tenors to achieve profitable portfolio.**
- Secured Portfolio Management – **Risk profiling of Securing Lending Business**, Establishing KPI's and metrics to monitor performance of Portfolio and Risk Reporting to Senior Management.
- Operational Management – **Efficiency building in Operations through continuously monitoring operations cycle, workflows & process and refining to improve customer experience.**

Achievements

- Cultivated and maintained OEM tie-ups with Hero Motors Limited, Honda Scooters & Motorcycles Limited for 2W, Car wale for used car business, Tata Motors, Eicher Motors and Ashok Leyland for CV, eBay & Mjunction for online sales of recovered assets.
- Developed Used Cars Channel Partners on pan India basis. Mentored policy trainings & developing partner team with motto of First Time Right.
- Created Inventory Funding Process for 2W's – OEM Dealerships – Monthly liquidation of 100 crores+.
- Achieved Loss reduction of over 2% on delinquent secured portfolio & reduction in overall portfolio delinquency.

Head Collateral Management in Citicorp Finance Limited, Feb'06- Feb'08, at Mumbai

- Spearheaded Risk Management for Secured Lending Products – Commercial Vehicles, Construction Equipment's, Cars, Printing and **Medical Equipment's**.
- Risk Management – Re-defined & implemented robust Risk Management frameworks to ensure quality of secured loan portfolio, including credit risk assessment, collateral valuation and monitoring & reporting KPI's to Senior Management. Managed the Fair Market Value Grids Annually, Orderly Liquidated Values (OLV Grids) for Resale, Valuations of Used Assets, Valuers Empanelment & Annual reviews, Parking Yards Selections, Empanelment & Annual reviews, Empanelment of RTO Agents for Documentations of Used Assets.
- Underwriting Standards – Establishing and maintaining underwriting standards and policies for secured lending products, ensuring compliance with regulatory requirements and best practices.
- Creating overall strategy for Business Development through effective Product and Risk management in line with Company's overall strategic plans.
- Product Innovation – Identifying newer opportunities for secured lending products and services & collaborating with cross functional teams to bring innovative solutions to explore newer markets and serve existing clients.

Achievements

- Developed Business tie-ups with OEM's - JCB, Terex Vectra, Swaraj Mazda, Force Motors, Force MAN Motors, Tata Motors, Ashok Leyland & Eicher Motors Ltd.
- Channel Development – Cultivated and maintained tie-ups with eBay, M Junction & Henry Butcher for online auctioning of recovered assets.
- Created Used Asset Top Up Loan Pool Management for sales to existing customers for higher revenue generation.
- Developed concept of Super Assets based on high secondary market realization and created higher LTV for business expansion.

Asst Vice President in Citicorp Finance Limited, Oct'03- Jan'06, at Bhubaneswar/Raipur

- Spearheaded Sales of Loans for New/Used Assets, Performance Bank Guarantees & Working Capital loans for Construction Equipment's – Mine Owners, Road Contractors & Hirers.

Achievements

- Enhanced DSA channels for marketing of CE loans to Retail Customers for enhancing market share.
- Cultivated and maintained Large Customers for Business expansion.

Senior Sales Officer with Tata Hitachi Construction Equip Co Ltd, Dec'01-Sept'03, at Jamshedpur

- Sales of Construction Equipment's – Excavators, Backhoe Loaders, Wheel Loaders in Road Construction, Railways Construction & Mining – Iron ore, Crushing Segment
- Managed the Financing of Retail & Large fleet Owners through NBFC's & Banks.

Achievements

- Sales of Excavators & Backhoe Loaders to Institutions like Orissa Mining Corporation, Mahanadi Coal Fields Ltd, Barbil Municipal Corporation, Ranchi Municipal Corporation & Bokaro Municipal Corporation.
- Enhanced the Company's market share in Institutional & Retail Sales.

Independent Insurance Surveyor & Loss Assessor, Mar'01-Dec'01, at Raipur

- Worked as Independent Insurance Surveyor and Loss Assessor - Empaneled with The New India Assurance Company Ltd for Motor, Marine & Investigation cases & with M/s Tata Finance Limited & M/s ICICI Ltd as authorized valuer for valuation of commercial vehicles, construction equipment's & cars.

Sales Officer with Paradeep Phosphates Limited, July'98- Feb'01, at Bhopal

- Handled sale of fertilizers to M.P. Marketing Federation, M.P. Agro Industries & Private channels

Achievements

- Enhanced Private Sales Over Institutional Sales for increasing cash sales
- Opened multiple rake points for reducing secondary transportation costs during the secondary movement to feeder warehouses

Sales Officer with Jayaswals NECO Limited, Sept'96- June'98, at Raipur

- Handled marketing of pig iron in Central & North India

Achievements

- Developed channels for marketing of Pig Iron in Central & North India
- Tie ups with Pig Iron Associations – Agra Pig Iron Association, Batala Pig Iron Association, Ludhiana Pig Iron Association, Delhi Pig Iron Association for bulk sales.
- Managed Corporate Sales and Key Account Management.

Last Drawn Salary - Rs. Forty Five Lakhs Fixed CTC.

Expected Salary – Negotiable

Jaypee Greens, Greater Noida (Uttar Pradesh)

June'25