



Ujjawal Mishra

E-Mail: x26ujjawalm@iima.ac.in **Mobile:** +91 7023817573 **LinkedIn:** linkedin.com/in/ujjawal-mishra-97208a153

Summary

Distressed credit professional with ~14 years' experience across loan workouts, bankruptcy and complex debt restructuring of corporate exposures up to \$1bn, at Wells Fargo, HSBC and ICICI Bank. Track record of driving loan restructuring including Chapter 11 and out-of-court restructurings for strong recoveries and building high-performing credit teams from scratch.

Professional Experience

Vice President (Loan Workout Manager), Commercial Credit Workout | Wells Fargo | Hyderabad

- Set up a new Portfolio Management Unit from scratch
- Recruited, trained and mentored an 8-member team; designed team structure, workflows and governance for managing US loan workout portfolio; cutting onboarding time by 30% and reaching full go-live in 30 days.
- Oversaw a ~300-deal loan workout portfolio (C&I, Middle Market, CRE) with average deal size up to \$50mn
- Maintained rigorous portfolio oversight with ~10 credit actions per week including covenant waivers, valuations decisions, deferrals, issuance of default letters and bankruptcy recommendations, with zero missed deadlines and nil escalations.
- Expanded teamwork scope to include General Workout within 3 months of go-live and added preparation of bankruptcy credit memos and restructuring implementation to team's responsibility
- Designed team's operating model with dedicated US RM tagging with India members, weekly monitoring tracker, workload distribution controls for improving team performance.

Assistant Vice President, Special Credits Unit | HSBC | Kolkata

- Managed a distressed US Corporate & Institutional Banking portfolio of ~25 relationships ranging \$10mn to multi-billion-dollar syndicated facilities, across sectors and geographies overseeing end to end loan workout management.
- Developed and implemented tailored restructuring plans, including restructuring packages, forbearance agreements, loan amendments, and structured exits, achieving recovery rates of ~80–95%.
- Managed multiple Chapter 11 and out-of-court restructurings, managing all aspects of workout from initial stress identification through forbearance/ amendments and modifications, portfolio monitoring, and ultimately resolution including exit from bankruptcy, rehabilitation / return to performing etc.
- Authored comprehensive credit for senior management; conducted impairment assessments to determine loan reserves/provisions
- Drafted and negotiated term sheets with borrower, legal counsel, advisors and syndicate lenders.
- Maintained continuous portfolio surveillance of portfolio risk events viz covenant breaches, rating downgrades, litigations, operational disruptions etc
- Advised business lines on shadow credits, assessing risk, recommending workout approaches, and ensuring timely escalation and resolution of deteriorating credits without direct ownership of the relationship.

Manager II, Strategic Solutions Group | ICICI Bank | Mumbai

- Led restructuring of a stressed Indian infrastructure conglomerate with ~\$2bn aggregate banking exposure; devised and implemented the resolution plan across group entities, recovering ~INR 6bn.
- Prepared credit assessment notes, structured resolution plans, drafted term sheets, impairment analysis notes etc for periodic review, analysis and implementing effective loan restructuring strategies
- Implemented complex debt restructuring involving multiple borrower entities and banks in multiple geographies, regulators, external attorneys and consultants, along with ICICI bank's internal risk, legal, compliance etc.
- Conducted close portfolio monitoring to initiate timely actions across portfolio.
- Managed sanction-to-disbursement execution for select group entities

Assistant Manager, Credit Department | State Bank of Mysore | Bangalore

- Appraisal of credit proposals for corporate borrowers

Education

MBA (Banking & Finance) - *NIIT University* | India

Accomplishments and Awards

- Built a new offshore credit team from scratch with accelerated go-live ahead of schedule with improved onboarding metrics
- Drove full recovery ~\$300mn on a complex multi-lender Chapter 11 exposure
- Recovered INR 6Bn from a stressed client

License & Certifications

- JAIB
- CAIB

Co/Extra-curricular

- Fitness enthusiast interested in weight training