



Ujjawal Mishra

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Summary

Impact driven senior banking leader with ~14 years' experience in managing distressed portfolio spanning 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 resolutions and recoveries along with building high-performing international teams.

Professional Experience

Vice President (Loan Workout Manager), Commercial Credit Workout | Wells Fargo | Hyderabad | Sep 24- Apr 26

- Set up a new "Portfolio Management Unit", recruited, trained and mentored an 8-member team for it; designed team structure, workflows and governance for managing US distressed corporate loan portfolio. Managed to cut onboarding time by 30% and reaching full go-live in accelerated timeframe of 30 days.
- Led a team, which managed a ~300-deal distressed corporate loan portfolio with deal size up to \$50mn.
- Acted as approver of credit actions recommended by team members, approving ~10 credit actions per week, including but not limited to covenant waivers, valuations decisions, deferrals, issuance of default letters and bankruptcy recommendations etc. with zero missed deadlines and nil escalations.
- Displaying meticulous work, expanded team's work scope within just 3 months of go-live, by taking ownership of "General Workout Group" portfolio, which had bigger deals and even more complex work along with responsibility of preparing credit memos for bankruptcy and restructuring implementations for the borrowers.
- 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 |

Sep 19- Sep24

- 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 notes 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 |

Apr 16- Sep19

- Led restructuring of a stressed Indian infrastructure conglomerate with ~\$2bn aggregate banking exposure, spread across multiple geographies; 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 |

Sep10- Apr14

- Appraisal of credit proposals for corporate borrowers

Education

MBA (Banking & Finance) - **NIIT University** | India | **Apr14-Apr16**

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 Indian client

License & Certifications

- JAIIB, CAIIB

Co/Extra-curricular

- Fitness enthusiast interested in weight training