



## Press Release

### Appointment of Consulting Director - Operations Advisory

Date: 5th August 2022

We are pleased to announce, **Mr. R. Anand** has joined PIVOT in the capacity of **Consulting Director - Operations Advisory**.

Mr. Anand adds 30 years of rich experience to team PIVOT. His expertise spans Capital Market Operations, Business Development, Client Relationship Management, Strategy and Planning. Anand is held management positions with leading Custodians, Stock Exchange and Bank. He played a pivotal role in setting up India's first custodian.

He has varied exposure in managing custodial operations and client service including business planning and implementation, analysing risk, and providing risk management solutions, developing SLA and processes, setting up an FPI division. He has also conducted a detailed market study to analyse trends, formulate strategies, develop products, business expansion, network plan, in driving revenue and profits as well as improving on organizational performance.

At PIVOT he will be heading the Operations Advisory Division. His deep knowledge of custody operations further consolidates PIVOT's position as a full-service provider in the Securities Services advisory and non-advisory consulting space, with a focus on servicing Investors and Financial Institutions in domestic & cross-border space, as well as engaging with Regulators and Industry Bodies in thought leadership and best practices that support the development of Financial Markets.

#### **About PIVOT India** ([www.pivotmgmt.com](http://www.pivotmgmt.com))

PIVOT is Asia's leading Consulting Company in the Custody space (Securities Services). PIVOT is based in India and Cyprus ([www.pivotcyprus.com](http://www.pivotcyprus.com)). Our projects included setup/business re-engineering in India, the Middle East, and Europe. PIVOT is the founding member of TSSAG the Global body of Consulting firms in the Securities Services space ([www.tssag.info](http://www.tssag.info)). PIVOT's highly experienced team (local and cross-border) with over 175-man years of mainly senior management experience provides expertise in 7 segments (including operations advisory) across 11 service areas, with a presence in 5 countries. PIVOT delivered measurable significant successes to its clients (Custodians, Stock Exchanges, Brokerages, FPIs, Corporates, PEs).

PIVOT's global solutions include: **30-hour** Custody Training program focussing on developing and enriching the Custody team; **20-hour** Fund Accounting training; Cross Border Client Acquisition Product, especially for Single Country Capital Market entities.