

Native

Migrations

Jan - Dec 2023



India Talent Summary

Asset Management & Private Banking

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Migrations

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1. Asset Management

Talent Movements Summary

187

moves in AMC vs
158 in 2022

55%

moves in Investments vs
49% in 2022

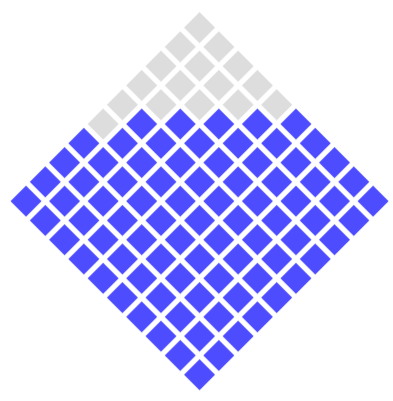
6%

moves at CXO level

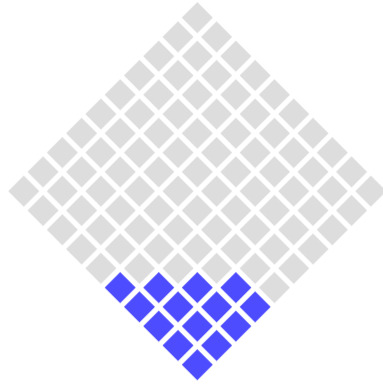
12%

moves from sell side

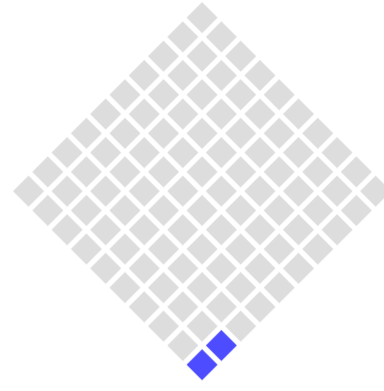
Functional Split



55%
Investments

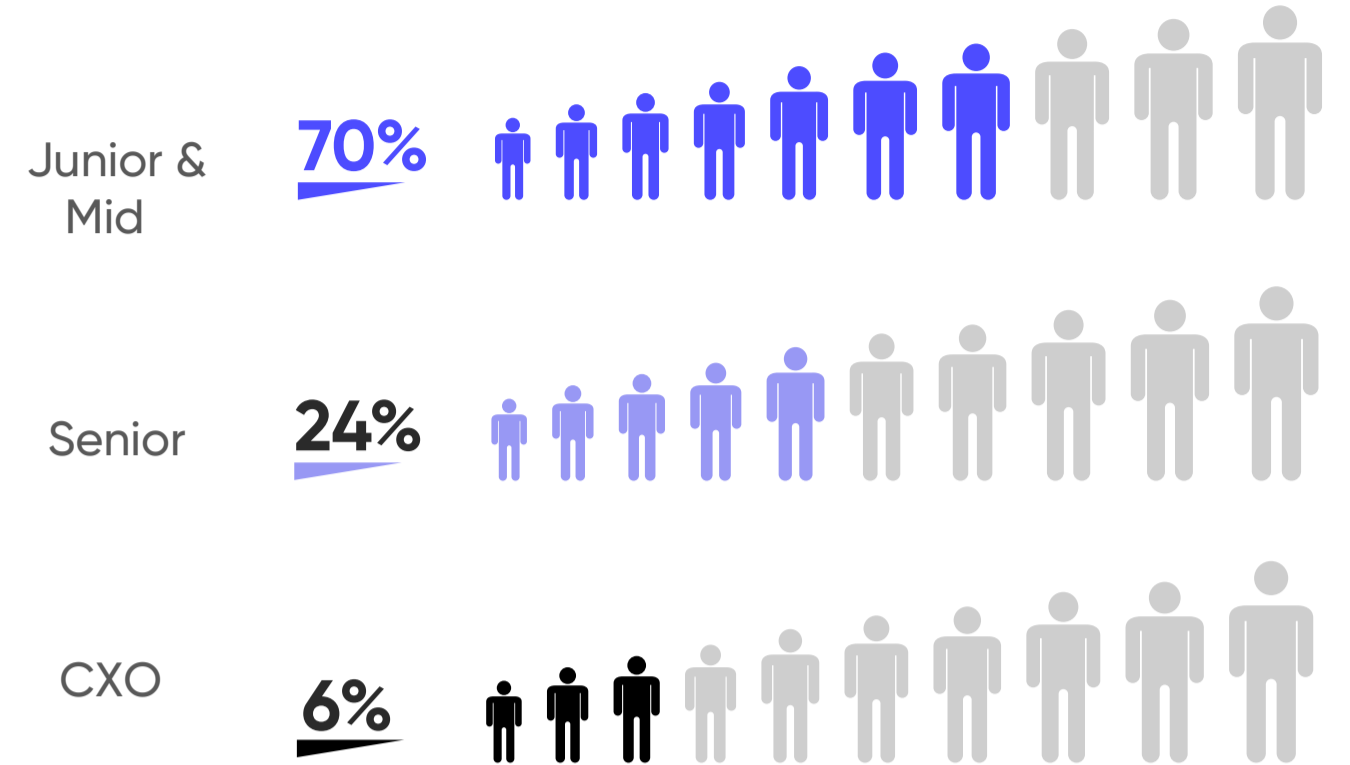


35%
Sales

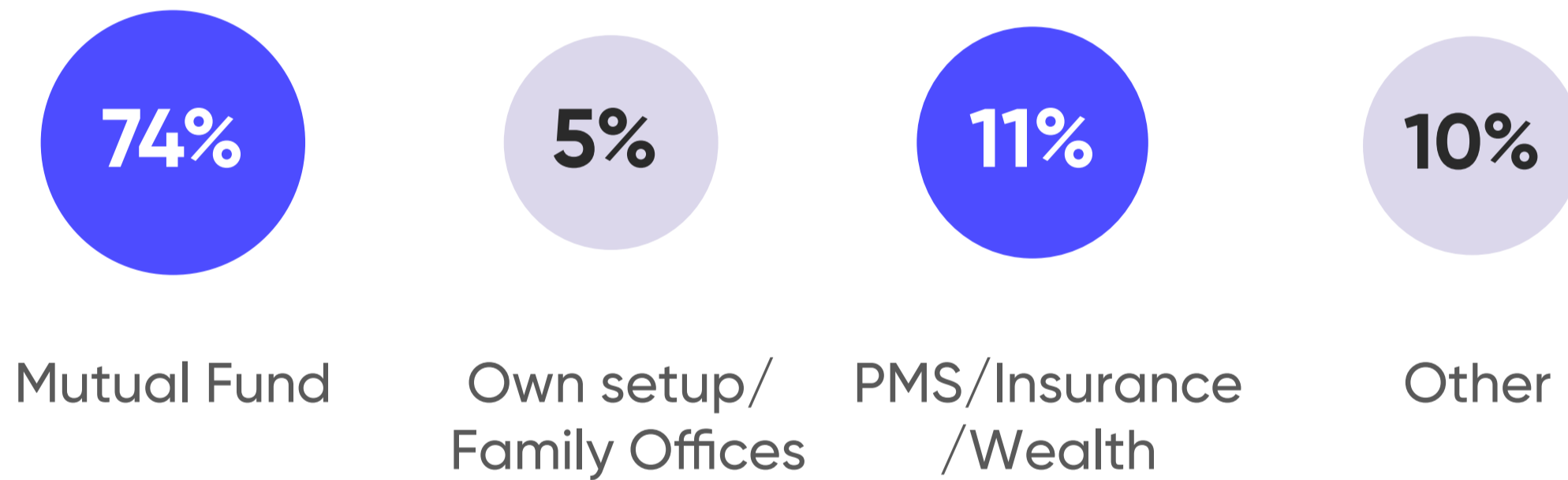


10%
Product / Risk

Level wise Movements



Segment wise moves



Top Hiring Firms



Avendus Capital Alternate Strategies

Nandik Mallik - CIO
(ICICI Prudential Mutual Fund)

Axis Mutual Fund

B Gop Kumar - MD & CEO
(Axis Securities)

Axis Mutual Fund

Ashish Gupta - CIO
(Credit Suisse)

Axis Mutual Fund

Vandana Trivedi - Head Institutional
Sales
(Bandhan Mutual Fund)

Aditya Birla Sun Life Mutual Fund

Harish Krishnan -
Co CIO & Head Equity
(Kotak Mutual Fund)

ASK Asset & Wealth Management

Vaibhav Sanghavi -
Chief Executive Officer - ASK Hedge Solutions
(Avendus)

Angel One Asset Management

Hemen Bhatia - CEO
(Nippon India Mutual Fund)

Axis Mutual Fund

Rohit Mattoo - National Head -
Retail sales.
(Kotak Securities)

Bandhan Mutual Fund

Manish Gunwani - Head - Equities
(Nippon India Mutual Fund)

Bandhan Mutual Fund

Vikas Gupta - Head - Institutional Sales
(Nippon India Mutual Fund)

Bristlecone

Vihang Naik - Co-Founder
(HSBC Mutual Fund)

Emkay Investment Managers

Manish Sonthalia - CIO
(Motilal Oswal Mutual Fund)

Franklin Templeton Mutual Fund

Rahul Goswami - CIO - Fixed Income
(ICICI Prudential Mutual Fund)

Ikigai Asset Managers

Pankaj Tibrewal - Founder
(Kotak Mutual Fund)

Kotak Mutual Fund

Harish Bihani - Senior Fund Manager
(ICICI Prudential Mutual Fund)

Trust Mutual Fund

Mihir Vora - CIO
(Max Life Insurance)

PGIM India Mutual Fund

Vinay Paharia - CIO
(Union Mutual Fund)

Union Mutual Fund

Harshad Patwardhan - CIO
(Girik Capital)

2. Private Banking

Talent Movements Summary

259

moves in 2023 vs
243 in 2022

51%

movements in West

15%

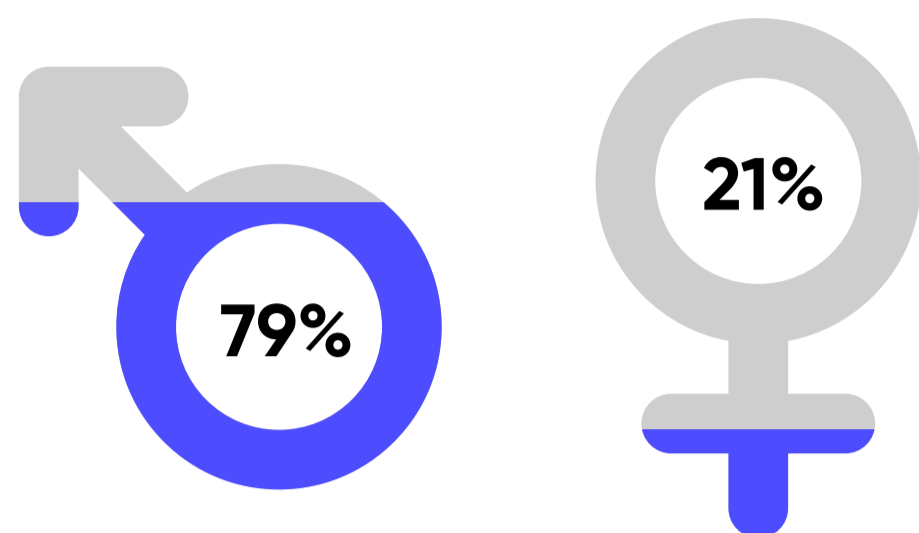
team movements across
various platforms

26%

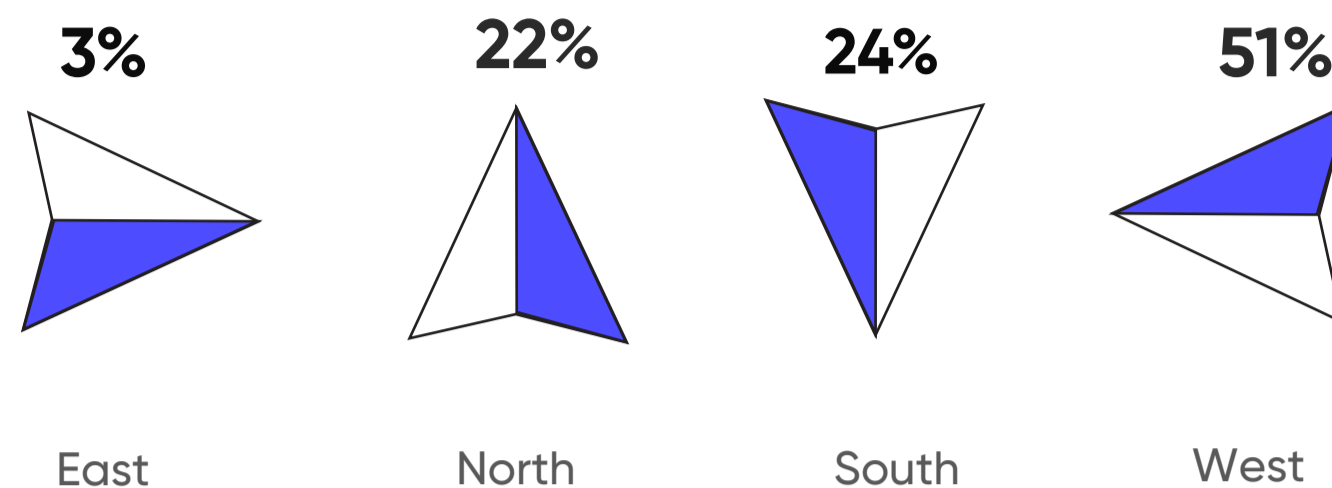
moves at Director level vs
20% in 2022

Gender Diversity

Hiring split

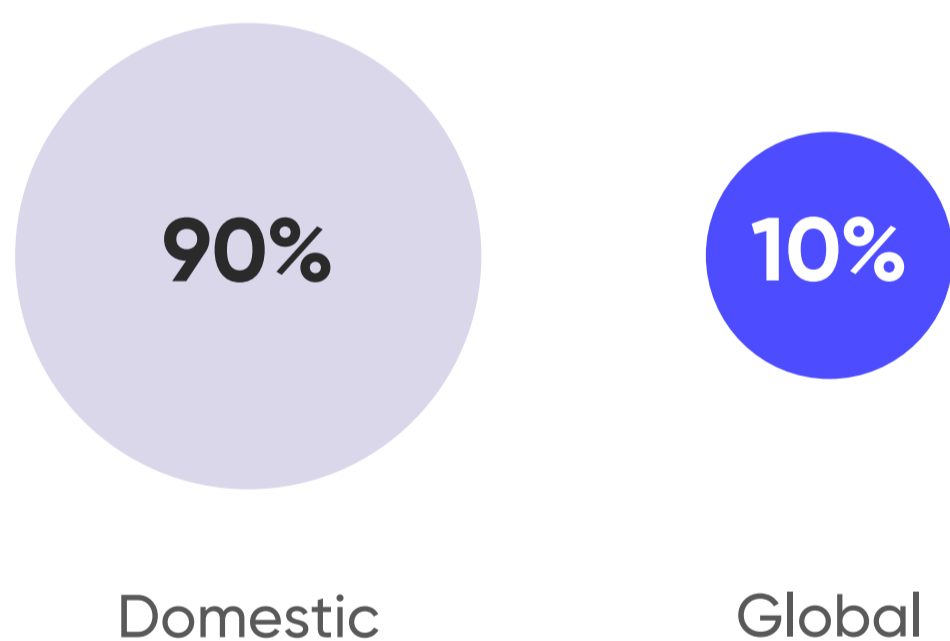


Regional Split

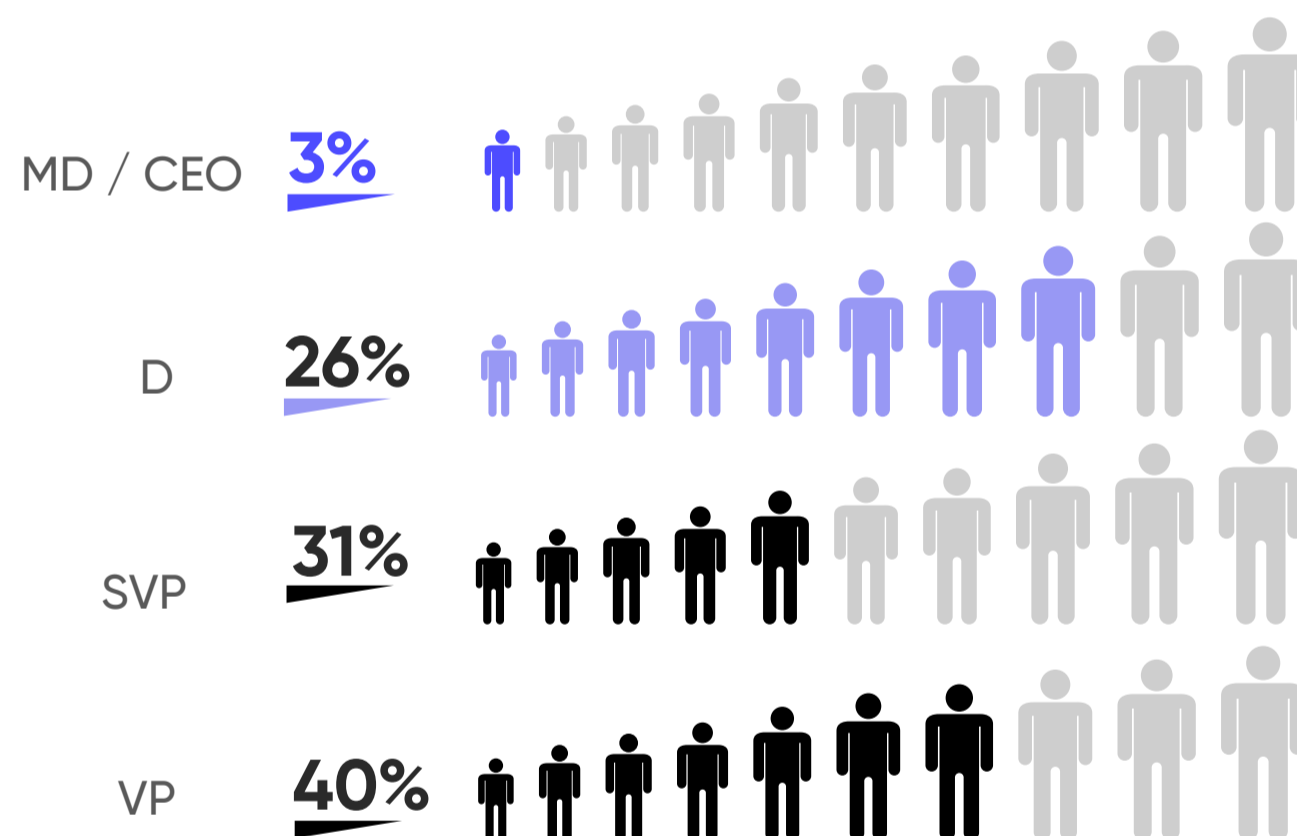


2023 Movements Analysis

Global vs Domestic Platforms hiring split



Level wise Movements



Top Hiring Firms



360 One Wealth

Rohit Chawla - Director -
Practise Head
(Centrum Wealth)

360 One Wealth

Satheesh Krishnamurthy - CEO
(Axis Burgundy Private)

ASK Wealth

Chandrashekhar Pawar -
Director
(ICICI Bank)

Aventus Wealth

Navneet Dutta - Executive Director
(Kotak Wealth)

Aventus Wealth

Vinu Mammen - Executive Director
(HDFC Bank)

Bajaj Capital

Kalpesh Dave - Deputy CEO
(InCred Wealth)

Barclays Wealth Management

Nitin Singh -
Head-Private Banking
Asia Pacific
(Aventus)

Barclays Wealth Management

Nelson D'souza - Director
& Team Head
(Julius Baer)

Centrum Wealth

Sandeep Das - MD & CEO
(Barclays Private Bank)

Geojit Financial

Rahul Roy Chowdhury - CEO
(Equirus Wealth)

IDFC First Bank

Rajnish Ahuja - Regional Head - North
(Aditya Birla Finance)

InCred Wealth

Anupam Chakraborty -
Managing Partner
(JM Financial)

InCred Wealth

Rahul Anand - Partner & Team Head
(360 One Wealth)

JM Financial

Sachin Kaul -
Executive Director
(Axis Burgundy Private)

JM Financial

Sulagna Roy - Director
(ICICI Bank)

Julius Baer

Vishal Shinkhedkar -
Executive Director Team Head
(Kotak Wealth)

Kotak Private

Rakesh Rajan -SVP-Head Products
Specialist(Investment Counsellors)
(ICICI Bank)

Motilal Oswal

Private Wealth

Apurva Dodia - Group Senior
Vice President
(Aventus)

Motilal Oswal Private Wealth

Najaf Rizvi -
Senior Executive Group Vice President
& Managing Partner
(ICICI Securities)

Neo Wealth

Hardik Mehta -
Founding Member
(360 One Wealth)

Nuvama Private

Harish Khanna - Practice Head
(Motilal Oswal Private Wealth)

Nuvama Private

Yogesh Laad - Practice Head
(HDFC Bank)

Spark Private Wealth

Amit Rathi -
Sr Director Regional Head - North
(Centrum Wealth)

Spark Private Wealth

Ranjit Rajput - Director
(ICICI Securities)

Spark Private Wealth

Vaishvik Toprani -
Senior Director & Regional Head
(Centrum Wealth)

Spark Private Wealth

Arpita Vinay -
MD & Co-CEO
(Centrum Wealth)

Spark Private Wealth

Ganashyam S -
MD & Co-CEO
(Centrum Wealth)

Waterfield Advisors

Arundhati Sinha - Executive Director
(ICICI Securities)

Financial Services **Natives**



Arihant Barmecha
Associate Director
Private Equity



Ayesha D'Souza
Managing Partner



Bhavik Doshi
Associate Director
Consumer Lending & Insurance



Karan Dalal
Associate
Director
Private Equity



Mansi Kanade
Associate Director
Asset Management



Ruchi Thakkar
Director
Capital Markets &
Asset Management



Shujat Ali
Director
Wealth Management



Shuvharshika Mishra
Partner



Sonali Puri
Managing Partner



Shaline Udmale
Director
Technology, Offshoring & Analytics



Vinal Vikamshi
Director
Corporate Functions

The Power of Informed Intuition

nativeworld.com

Mumbai

Awfis, Adani Inspire,
3rd Floor, Unit No.4,
Bandra Kuria Complex,
Bandra East, Mumbai 400 051

Gurgaon

332, 3rd Floor Altrade Business
Centre, Platina Building, MG Road
Near Sikanderpur Metro Station
Gurugram, Haryana – 122002

Bangalore

Indiqube Park, HAL Old Airport
Road Domlur 1 Stage, 1st Stage,
Domlur Bengaluru, Karnataka
560071