

POWER PROFILE



Sanjeev Chatrath of Thomson Reuters firmly believes in business with a conscience, writes John Cremer

HIGH-FLYERS

A fast-moving career in banking and finance has so far taken Sanjeev Chatrath from his starting point of New Delhi to Dubai, Singapore and Hong Kong, and in the process it has given him the archetypal attributes and values of a modern international executive.

"The default response is 'Asia' when someone asks where home is," says the managing director, Asia-Pacific and Japan, for the financial and risk division at Thomson Reuters. "I go back to India every year for business reasons and to see family, but in many ways, I'm a global citizen."

Chatrath was born into a middle-class family; his parents worked for Britannia, a well known manufacturer of bread and confectionery, with his father in sales and his mother a supervisor on the factory floor.

After secondary school, he opted for a degree in chemistry at the prestigious St Stephen's College in New Delhi, but while there also found time to learn a number of computer languages for basic operating systems. Though inspired initially by simple curiosity, this served to make his approach to problem solving more fact-based and logical.

Sensing, however, that finance and marketing offered the best long-term career prospects, he went straight on to a two-year MBA at the highly regarded Institute of Management.

"Up to graduation, I was still unsure

what to do. I had a number of interests – maths, economics, flying - and even got a student pilot licence. Later on too, various moves were not really orchestrated or by design."

After sifting through offers, he started with Standard Chartered in Mumbai in the mid-1990s. Assigned to a newly formed section handling cash management, the job involved regular 17- to 18-hour days, but was also quite entrepreneurial.

"It was very fundamental in terms of banking knowledge, but also extremely satisfying," Chatrath says.

Next came a predominantly sales position in New Delhi, which was followed by a big move to Dubai. There, the essential task was once again setting up new operations, this time covering the Middle East and South Asia. Over more than three years, the cycle moved from market research and hiring to getting customers on board and hitting ambitious growth targets.

"It seems I created a positive impression and built a reputation as someone willing and able to help on extra projects without dropping the ball on my primary responsibilities," Chatrath says.

That ability led to a role developing the regional payments business from a base in Singapore until a desire for new challenges prompted moves first to ABN Amro and then to Citi.

"Over the years, banking provided the opportunity to work with a wide cross-section of customers and industries," Chatrath says. "But a year ago, when Thomson Reuters asked me to elevate the role of Asia

within their global business, I could see the breadth of their product and solutions and understood the journey the firm is on."

That means not just driving growth by providing intelligent information for financial institutions, greater connectivity between markets, and open platforms which help to spur fintech innovation. It also extends to active support for important social causes such as ending human trafficking and hosting an anti-slavery summit in Hong Kong.

"The soul of the organisation is truly committed to making the world a better place," he says. "And it provides opportunities for individuals to pursue any passions they have in this respect."

Chatrath is a particular champion of diversity and inclusion in the workplace and increasing the percentage of women holding senior corporate positions.

"We still have some way to go in Hong Kong," he says. "It would be silly to assume I know it all, but I believe you've got to create a culture which can be passed to future generations."

Like his two sons, he is a keen sports fan and, at work, will often use sporting examples and analogies to illustrate points about effective teamwork and inclusion.

"As a way to relax, I've started to cook a meal for the family each weekend," he says. "I pick a recipe and go to the supermarket to buy the ingredients. It's something I really look forward to."

For the full story visit: www.cpjobs.com/hk/highfliers

Photo: Lau Wai

CAREER TRACKER



Lothar Korn
Audi Hong Kong
Korn has been appointed managing director of Audi Hong Kong. He has held various senior positions at Audi, most recently as head of sales and marketing for its high-performance subsidiary, quattro, based in Ingolstadt, Germany. Prior to that, Korn was head of marketing communications at Audi for six years, responsible for all marketing activity globally.



Derek Chua
Latham & Watkins
Chua joins Latham & Watkins' Hong Kong office as a counsel in the financial institutions group. He is an experienced capital markets and equity derivatives lawyer. Chua joins the firm from Linklaters where he was a managing associate in the Hong Kong office. He holds a bachelor of commerce and a bachelor of laws from the University of Sydney.



Mervyn Chow
Credit Suisse
Chow has been appointed CEO for Greater China at Credit Suisse. This new appointment is in addition to his existing roles as co-head of investment banking and capital markets, Asia-Pacific, and CEO for China. He has spent almost two decades with the bank, and has been responsible for key client coverage and has led many landmark capital markets transactions in the region.

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NEWS BITS



Amazon Studios chief put on leave after report of sexual harassment
LOS ANGELES - Amazon says the head of Amazon Studios is on leave following allegations of sexual harassment.

The decision came hours after *The Hollywood Reporter* published a producer's detailed claims of harassment by Roy Price. Isa Hackett alleged that he propositioned her in 2015 using crudely suggestive language.

The allegations follow multiple complaints of sexual harassment and assault against movie mogul Harvey Weinstein. AP



With French less given to striking, Macron reforms get easier ride
PARIS - There was a time when angry French workers could down tools and take to the streets en masse to force ministers to back down. But things have changed, making president Emmanuel Macron's job of pushing through labour reforms that much easier.

In 2015, companies in France lost 69 days to strikes per 1,000 workers. That was barely a fifth of what it was in the late 1990s and a far cry from the 1,000 days lost to strikes per 1,000 workers in the late 1980s. Reuters



Olympic stadium worker's suicide was 'death from overwork'
TOKYO - A 23-year-old construction worker on Tokyo's Olympic Stadium killed himself due to overwork, his family's lawyer said on Wednesday, the latest in a series of cases that have sparked alarm in the workaholic nation.

The employee, whose name has not been released, began working on the project in December and clocked around 200 hours of overtime in the month before his body was found in April. AFP

Photos: Reuters/AFP/Kyodo

CAREER DOCTOR

Am I ready for the internet of things?

I am a back-end developer who has had some success in recent years working on apps for a number of online platforms, including retail and publishing. However, I find that the daily job is getting a bit over-familiar. I am interested in moving into an internet-of-things-based area such as programmes and appliances for smart homes. I am experienced in HTML5, Objective-C, C++ and Java and I tend to adapt quickly to new programming languages. What advice do you give for making the transition? And are there opportunities in Hong Kong or would it be better to look elsewhere? Jeanie

In making your transition to internet of things (IoT), I concur with you that



programming language transition is something you'll need to acquire, but neither is it an area to worry too much about. The languages used in IoT are, by and large Java, JavaScript, C, Python and Swift, and you should be able to adapt into them quite quickly with your existing language experience. Besides, you may also wish to acquire knowledge of related programming frameworks - Node.js and Angular.js, if you haven't already done so.

To keep up your transition stamina to break into the field, you will need to be sure of your interest and passion. Start beefing up your CV with IoT-related design and development skills. Take some relevant programming courses with reputable massive open online courses (MOOCs) such as Experiety, Coursera or Udemy.

In your transition journey, you will be learning intensively about the latest projects and ideas, consulting related online forums, building your network in IoT events, perhaps even to the extent of entering some IoT contests and competitions.

The most natural way to pick up an IoT project is to start from within your own

Cody Szeto is director of the IT&T, engineering, supply chain and procurement divisions at Kelly Services Hong Kong.

company. Find an opportunity to let your boss know about your career aspiration so that they can bear that in mind when needs arise. Alternatively, you may even propose an IoT business idea to your boss and earn his or her blessing for you to lead the project.

Going forward, you may consider developing your career as a "hybrid" worker who is, on the one hand, engaged with a traditional day job, while you pick up interesting global IoT freelance jobs on the side. Many IT professionals around the world have chosen this work mode to strike a balance between earning a stable income and maximising their exposure on interesting engagements.

Though Hong Kong is not short of interesting IT projects, investments in Singapore or even the US are abundant. To gain access to freelance opportunities outside of Hong Kong, you can register on global freelance websites, such as freelance.com or Upwork.

If remaining in a full-time job is still your preference, you may ask yourself a few questions. Would you prefer to work as a service provider or an in-house developer? Are you tied to Hong Kong, or are you open to work opportunities elsewhere?

Register yourself with recruitment consultants whose agencies have a solid track record in IT, and/or relationships



with clients in home electronic appliances, telecoms and health care. With a strong portfolio, you may slide into a promising role when the opportunity arises. I wish you all the best in your search.

For our doctors' previous diagnoses, visit www.cpjobs.com/hk/careerdoctor. You can also send your job-related queries there, which might be picked for publication.

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