

SUDHIR D. SUCHAK

Email:

(Office) Sudhir.D.Suchak@us.hsbc.com

(Home) ssuchak@roadrunner.com

Phone:

(Office) 716-841-4024

(Home) 716-662-9152

PROFILE

Experienced university faculty with strong financial services background and proven ability to develop effective course curriculum, teach courses and relate to students, faculty and department heads. Able to provide students a unique balance of both academic and “real world” learning solutions in the classroom.

EDUCATION**1979**

Canisius College – Buffalo, New York.
Masters in Business Administration (MBA).

1974

State University of New York at Buffalo School of Management.
B.Sc. in Business Administration

ACADEMIC POSITIONS**1983 – Present**

State University of New York at Buffalo, Jacobs School of Management
Department of Finance and Managerial Economics.

As an adjunct Instructor for 25 years, have taught Management of Financial Institutions, Corporate Finance, Advanced Corporate Finance, and Investments Management courses in the undergraduate program. In addition, current responsibility includes teaching Management of Financial Institutions course in the MBA Program. Utilize well thought out practical materials and cases integrating these effectively with the textbook, providing students with an inspiring and challenging learning experience.

1984 – Present

Canisius College, Richard J. Wehle School of Business
Department of Economics and Finance.

As an adjunct Professor of Economics and Finance for 25 years, have taught Corporate Finance, Advanced Corporate Finance, and Investments Management courses in the undergraduate program. Courses taught in the MBA Program include Corporate Finance, Multi-national Banking, and Management Science. Use well balanced teaching materials integrating textbook theory with cases providing practical applications to problems confronting today’s corporate and financial managers. This provides high applicability in courses in which many of the graduate students are business practitioners.

PAST TEACHING EXPERIENCE

State University College at Buffalo

Department of Business Studies

Principles of Macroeconomics and Microeconomics.

Principles of Financial Accounting I and II.

Niagara University – Niagara Falls, New York

Corporate Finance course in the College of Business Administration.

Medaille College – Buffalo, New York

Banking and Law within the Business Program.

Erie Community College – Buffalo, New York

Principles of Macroeconomics and Microeconomics, and Money and Banking.

PROFESSIONAL SEMINARS ON INVESTMENTS

Have conducted a series of presentations on Investments and Personal Financial Management at Chautauqua Institute summer lecture program.

ACADEMIC PROGRAM/CURRICULUM DEVELOPMENT COMMITTEE (Past Roles)

Canisius College – Member of Entrepreneurship Certificate Program Curriculum Committee. Provided input in curricula planning and in developing course requirements for a Certificate in Entrepreneurship program to meet specific needs of individuals interested in new start-up ventures.

Medaille College – Member of Financial Services Advisory Board. The Board's function was to advise the college in refining and improving curriculum and coursework for its Bachelors of Science Program in Business Administration with a concentration in Financial Services.

COURSE MATERIALS DEVELOPMENT

International Trade & Foreign Exchange – An introduction to trade finance and common payment methods including Letters of Credit, and a review and application of foreign exchange forward contracts, currency options, and interest rate swaps.

Commercial Credit – Case based driven course on the review and understanding of Corporate cash flow, management, market and industry in structuring loan facilities to companies.

Managing for Value – Course to introduce the concept of Economic Value Added (EVA) in the performance culture at two financial institutions, HSBC Bank and Evans Bancorp.

Personal Financial Management – A guide to managing individual savings and investments, controlling build-up of debt, and the fundamentals of retirement planning.

PROFESSIONAL EXPERIENCE

1989 – Present **HSBC Bank USA - Buffalo, New York**

Senior Manger, Credit Risk Management (2008 – Present)

Manage a team of professional risk managers having oversight responsibility for wholesale credit risk models at the bank ensuring Basel II regulatory compliance.

- Direct implementation of risk management tools to promote overall customer risk rating integrity and determination of accurate and timely default probabilities for Commercial/Industrial, Real estate, and Private Banking clients.
- Responsible for training credit and lending staff throughout North America on the effective use of credit risk models in rating customers, and the role of capital management in meeting bank regulatory requirements.

Global Training Manager, HSBC Finance Group (2005 – 2008)

Developed a well structured HSBC Finance Academy curriculum centered on learning solutions related to the transformation of Finance function and developing talent for 7,500 Finance staff in 80 countries.

- Managed a team responsible for course development and training on the new Finance GL and reporting systems and processes impacting Finance and Business staff bank wide.
- Implemented globally a curriculum on professional skills to support Finance staff in understanding internal reporting requirements and external regulatory reporting regime (Basel II, Sarbanes-Oxley, and International Financial Reporting Standards).
- Developed course content and trained Credit and Finance executives globally on the impact of the most recent credit and financial markets crises and the role of capital in risk management.

Conferences/Seminars: Conducted presentations in Beijing, Hong Kong, Malaysia, India, Dubai, Saudi Arabia, Malta, London, Brazil, Mexico and Panama.

Director of Corporate Training (1995 – 2004)

Management responsibility for directing training needs for Relationship Managers and credit staff in Global Banking and Markets, Commercial Middle Market and Small Business Lending.

- Developed curriculum and trained staff in US, Canada, Latin America and UK on Credit Risk Rating models integrating business financial data, systems and regulatory policies.
- Designed and facilitated training for Relationship Managers and Credit Executives on enhanced policies and documentation related to mitigating commercial fraud, particularly on the asset-based lending portfolio.

Seminars: Conducted numerous professional seminars in the application of credit and financial instruments to executives and board of directors at other financial institutions.

Manager, Residential Mortgage Risk Management (1993 - 1994)

Managed the Residential Mortgage Servicing portfolio (MSR) valuation and analysis function.

- Developed and implemented MSR hedging strategy in securitizing Prime mortgages, structuring, administering and managing HSBC's first hedge to guard value of the portfolio against declines in interest rates. The bank achieved an overall gain on its position prior to "unwinding" the hedge.

Project Manager, Strategic Processing Department (1989 - 1992)

Developed and implemented strategic projects within the Operations Division reducing operating expenses through streamlining workflow and automation of processes.

- Directed consolidation of several back office operating functions from three locations to one site achieving annual savings of \$500,000 in operating expenses.

1988 - 1989

Manufacturers & Traders Trust Company (M&T Bank) - Buffalo, New York

Vice President and Manager, Profitability Analysis Department

Position included management responsibility for implementing Profitability Reporting System for the bank's Strategic Business Units based on recommendations outlined by the consulting firm of McKinsey & Company.

1979 - 1988

Marine Midland Banks, Inc. - Buffalo, New York

Assistant Vice President and Manager, Pricing and Sales Administration (1985 – 1988)

Managed nationwide Pricing and Sales Administration function for a \$5 billion subsidiary providing retail, leasing, and inventory financing services to auto manufacturers, dealers, and individuals.

Product Manager, Retail Deposits and Financial Services Retail Banking (1983 – 1985)

As Senior Product Manager, developed new deposit generating opportunities and enhancements to the existing product line designed to maximize competitive posture and product profitability.

Senior Planning Officer, Financial Planning and Analysis (1979 - 1983)

Developed and implemented corporate guidelines for financial analysis identifying the accounting and tax implications critical in the evaluation of capital expenditure projects.

OTHER SERVICES

Member, Earthwatch Institute (Non Profit organization). Joined a group of international scientists and other volunteers in Iceland for a two week research study on the effect of global warming on glaciers.