

Sabby Ray

30+ Years of Transformation & Operational Efficiency Experience



Mr. Ray is a strategic Financial Services executive adept at navigating the complexities of global insurance and banking sectors. Sabby is recognized for global operational leadership and commitment to delivering exceptional customer outcomes.

Sabby earned his Master of Business Administration from the India Institute of Management. He earned his Bachelor of Engineering in Electronics and Electrical Engineering from the Birla Institute of Tech & Science.

Highlights

- Instrumental in driving operational efficiencies and elevating customer experiences to new heights.
- His visionary leadership has been pivotal in orchestrating operational metamorphoses, optimizing processes, and propelling business performance to unprecedented levels.
- Demonstrated success driving business strategies through operational transformations.
- Leveraged data insights, and innovative technologies to enhance customer experiences.
- Proven track record of executing large-scale projects in multinational environments, with strong people management skills and a collaborative approach to diverse teams.

Professional Experience

- Spearheaded operations for a newly listed public company, including oversight of all control and first-line defense activities and fostering a culture of customer experience throughout the organization.
- Led transformative efforts to streamline operations by divesting non-performing businesses and leading operational excellence across existing business portfolios.
- Directed P&L oversight for multimillion-dollar Asian businesses, boasting assets exceeding \$2B and generating income surpassing \$50M.
- Led Technology integration for a major acquisition. Created a framework for future M&A integrations. Subsequently integrated Operations for a major acquisition which resulted in about 25% reduction in employees.
- Created a Centralized Operations platform to centralize non-Sales functions from branches and enhanced branch productivity by 15%

Expertise

Key Skills

- Strategic Planning
- Operational Leadership
- Business Transformation
- Customer Experience Management
- Operations Restructuring
- Process Re-engineering
- AI Tools
- Operational Efficiency
- Project Management
- Mergers & Acquisitions
- Risk Management
- Regulatory Compliance
- Change Management
- Vendor Management
- Robotic Process Automation (RPA)
- Stakeholder Engagement
- P&L Management
- International Business Operations
- Negotiation Skills
- Legal and Regulatory Compliance
- Market Expansion
- Global Leadership
- Crisis Management