

iGTB signals US growth ambitions with transformation strategist and business development hire

Ravi Pandit joins corporate banking technology specialist iGTB from Backbase, where he oversaw a significant increase in their US coverage and scale

New York (US) & London (UK), January 12, 2018. Intellect Global Transaction Banking ([iGTB](#)), the corporate banking and technology specialist from Intellect Design Arena Limited, has appointed Ravi Pandit as EVP & Head of Sales, USA. Ravi has almost two decades of experience in financial services business development in North America, and his appointment underlines iGTB's ambitions to extend its market-leading products across the wider US market.

Ravi will be based in iGTB's large New Jersey US headquarters and will be responsible for spearheading the company's further expansion in the US – bringing on board strategic banking clients that are undergoing significant digital transformations in response to fast-changing market conditions.

Commenting on the appointment, **Manish Maakan, CEO at iGTB**, says: "Ravi's appointment is a big win for us. Aside from his success at Backbase, his global consulting experience with Capgemini will inspire confidence among top-tier bank executives overseeing widespread digital transformations, and his time at Oracle gives us an invaluable insight into how to win against leading brands to bring our own offering and quality of work to new clients. I'm truly excited at the progress that we can make with Ravi's appointment."

Ravi joins iGTB from Backbase USA, where he headed global business development and strategic partnerships for just over two years. During his time there, he oversaw a quadrupling of the company's headcount, and a number of key accounts were added, not only in the US and Canada, but also in countries such as Brazil, Mexico, and Colombia.

Ravi's role prior to Backbase as head of strategy and transformation practice in Financial Services at Capgemini demonstrates his global advisory experience with large digital transformations, and prior to this he spent more than 14 years at technology giant Oracle, where he was heading sales, business development and product strategy for core banking business in North America.

Ravi Pandit comments: "With new initiatives such as real-time payments forcing US banks to undergo large-scale digitalizations while continuing to provide top-level services to clients of all sizes, many US technology vendors simply aren't offering the necessary technologies or implementing these in a seamless, non-disruptive way. With the transformational contextual banking approach – which asks, "what if your digital solution actually understood, even anticipated, what your business is trying to achieve?" – iGTB has the product range and expertise to balance these requirements, and is positioned perfectly to seize the opportunities the US market has to offer."

Maakan concludes: "iGTB is on a journey. We have a strong track record across Canada, Europe, Middle East and Asia, and now we want to increase our footprint in the US, where there is the space for us to grow and a great match between what the market is crying out for and the ground-up API products we offer."

About Intellect Design Arena Ltd:

Intellect Design Arena Ltd, a specialist in applying true Digital Technologies and a global leader in Financial Technology, is the world's first full spectrum Banking and Insurance technology products company, across global consumer banking (iGCB), Central Banking, Global Transaction Banking (iGTB), Risk, Treasury and Markets (iRTM), and Insurance (Intellect SEEC). With over 25 years of deep domain expertise, Intellect is the brand, progressive financial institutions rely on for digital transformation initiatives.

Intellect pioneered Design Thinking for cutting edge products & solutions for Banking and Insurance, with design being the company's key differentiator in enabling digital transformation. FinTech 8012, the world's first design centre for Financial Technology, reflects Intellect's commitment to continuous and impactful innovation addressing the growing need for digital transformation. Intellect generates annual revenues of more than USD 136 million, serving more than 200 customers through offices in 40+ countries and a diverse workforce of more than 4,000 solution architects, domain and technology experts, in major global financial hubs around the world. For further information on the organization and its solutions, please visit <http://www.intellectdesign.com>. For information on the solutions for global transaction banking, please visit igtb.com.

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