

WORKSHOP ON TRADITIONAL TRADE

 22-23 MARCH 2023

 PHNOM PENH, CAMBODIA

SPEAKERS



Jyotsana Varma

Cambodia Country Director, ADB



Roberto Leva

Investment Specialist, ADB



Poullang Doung

Senior Economics Officer, ADB –
Cambodia Resident Mission



Vincent O'Brien

Director, International Chamber of
Commerce, UAE



Zhiger Atchabarov

Chief Operating Officer, ABA Bank



Parth Borkotoky

CEO & Founder, Azaylla



Roger Packham

Relationship Manager, ADB TSCFP



Do Thanh Hang

Vice President Trade
Operations Center, BIDV



Nakarin Sakorn

First Vice President, Financial Institute
Relationship Management, Kasikorn Bank



Sarah Nguyen

Director, Head of Correspondent Banking,
Standard Chartered Bank Vietnam



Aparna Soni Bhalla

Relationship Manager, ADB TSCFP



Azeem Jamshed Azmi

Managing Director, CIMB Bank



TRADE & SUPPLY CHAIN FINANCE PROGRAM

WORKSHOP ON TRADITIONAL TRADE

ABOUT THE SPEAKERS



Jyotsana Varma

Cambodia Country Director, ADB

Jyotsana Varma has been working in the development arena for 30 years—13 years with the Asian Development Bank and 17 with government—spanning the spectrum of development policy, project development and implementation, and regional cooperation. She joined ADB in 2009 in the corporate secretariat, moving on to the Southeast Asia department to serve in the Greater Mekong Subregion secretariat. In 2017, she moved to a field assignment in Bangladesh in the South Asia department where she worked closely with the government and other stakeholders for five years to develop a strong and diverse pipeline, and ensure smooth operations. Before joining as country director in Cambodia in July 2022, she briefly led the Maldives team, managing the country coordination office, and coordinating the country program and portfolio. Before joining ADB, in the Indian civil service since 1992, she led large district and state teams to implement social sector projects, and served in the policy advisory team of the Indian Finance Minister.



Roberto Leva

Investment Specialist, ADB

Roberto is one of the Trade and Supply Chain Finance Program (TSCFP) relationship managers and supports countries in South and East Asia.

Roberto coordinates several Environmental, Social and Governance initiatives for TSCFP.



Poullang Doung

Senior Economics Officer, ADB –
Cambodia Resident Mission

Poullang joined ADB in 2009 and works on economic policy, macroeconomic monitoring, and financial and private sector development. During 2015-2017 he took special leave from ADB and worked for Manulife. Before joining ADB he worked for the IFC/World Bank Group preparing, implementing, and monitoring private sector development projects in Cambodia's garment and agribusiness sectors. Poullang holds a Master of Public Administration from Georgia State University, the U.S. and a Bachelor of Business Administration from the Faculty of Business, Phnom Penh. Poullang is a Fulbright scholar, and received a Faculty of Business scholarship for his Bachelor's degree.



Vincent O'Brien

Director, International Chamber of
Commerce, UAE

Vin serves as Director of International Chamber of Commerce, United Arab Emirates (ICC UAE). He is also an Associate Director of the Institute of International Banking Law and Practice (IIBLP) in Washington DC, providing direction in application of ICC rules and practice. Vin is a Trade Facilitation Technical Consultant who delivers technical trade finance assistance in more than 100 countries for major banks, development institutions and governmental organisations. He is also an Advisor on Innovation and Market Intelligence at China Systems Corporation, the leading global trade and supply chain finance solutions provider. Lastly, he is a Dispute resolution expert who has acted as expert witness and mediation advisor on major international cases.

WORKSHOP ON TRADITIONAL TRADE

ABOUT THE SPEAKERS



Zhiger Atchabarov

Chief Operating Officer, ABA Bank

Expanding Zhiger's responsibilities to payments and remittances, financial institutions, interbank transactions, etc., Zhiger joined the C-level as Chief International Operations Officer in May 2015. At this position, he was actively involved in finance, treasury, compliance, and other operational activities of the bank, and from July 1, 2022, he was appointed as Chief Operating Officer.



Parth Borkotoky

CEO & Founder, Azaylla

Parth Borkotoky is the founder and CEO of Azaylla, one of Southeast Asia's fastest-growing agritech companies. Azaylla address the challenge of linking farmers and SMEs to the mass market through digitalization of supply chain. Azaylla now source products from more 245 SMEs and more than 1,200 local food producers in 11 Cambodian provinces. Parth is an expert in agribusiness and the postharvest value chain.



Roger Packham

Relationship Manager, ADB TSCFP

Roger serves as a Regional Managing Director with 40+ years of Trade Finance experience, with comprehensive Asian exposure, having held senior regional roles in Singapore, Hong Kong, Australia and Pacific. Roger has worked for leading global financial institutions including Deutsche Bank, Citibank, HSBC and ANZ. Roger has proven ability to deliver exceptional growth and financial performance.



Do Thanh Hang

Vice President Trade
Operations Center, BIDV

Hang serves as Vice President, Import Bills Dept. - Trade Operation Center of the JSC Bank for Investment and Development of VietNam (BIDV). Hang is responsible for training and education of Trade Finance Operation at the Head office and BIDV branches.

WORKSHOP ON TRADITIONAL TRADE

ABOUT THE SPEAKERS



Nakarin Sakorn

First Vice President, Financial Institute
Relationship Management, Kasikorn Bank

Nakarin has joined World Business Group since 2018 to support the Bank's regional business expansion. He heads both correspondent banking team and international financial institutions relationship team. Over the years, he leads the teams to expand FI businesses with coverage including transactional banking, international payment, digital cross-border payment, international trade documentary, inter-bank trade financing, cash management, syndicated loans, and derivative business.



Sarah Nguyen

Director, Head of Correspondent Banking,
Standard Chartered Bank Vietnam

Sarah has more than 10 years of experience in the Correspondent Banking and currently heading the Correspondent Banking team for Vietnam, Laos and Cambodia which focuses on Correspondent Banking relationships. Sarah is a Chartered Financial Analyst (CFA) Holder since 2019.

Before joining the Correspondent Banking team, Sarah was with Financial Market and Capital Market in Standard Chartered Bank and Credit Analyst team in Citibank Singapore, focusing on client relationship in market



Aparna Soni Bhalla

Relationship Manager, ADB TSCFP

With over 17 years of experience in the banking industry, Aparna is a seasoned banker working with Trade and Supply Chain Finance team at ADB. She collaborates with multiple banks across various geographies, to advance the bank's vision to promote and grow supply chain finance. Aparna is currently spearheading the development of supply chain finance in the region.

Prior to this, she has extensive experience working with Standard Chartered Bank building relationships and growth towards the Bank's trade finance and corporate banking business, predominantly in the areas of credit, client coverage and trade finance. Her areas of expertise included trade finance and transaction banking, credit due diligence and loan structuring.



Azeem Jamshed Azmi

Managing Director, CIMB Bank

As Regional Head of Trade Finance, Azeem's role has full responsibility for the trade finance product, sales and business development functions across the CIMB Group entities. Additionally Azeem also oversees the Transaction Banking Financial Institutions business for the group.

Azeem has over 30 years of diversified Corporate and Institutional Banking, Transaction Banking, Business Development and B2B and Payment Technology experience with major global institutions in Asia and the Middle East.