

60-SECOND INTERVIEW



## RAJ BALARAMAN

SENIOR MANAGER, RISK ASSURANCE, PwC

### How did you get into treasury?

By chance, to be honest. I worked in IT, though I had an accounting qualification. Our corporate treasury team had an opening to grow and lead the technology aspects of treasury. I thought this was a great opportunity for me to specialise in treasury. It was one of the best decisions I have ever made!

### What do you like about treasury?

The ever-changing global environment and regulatory frameworks offer huge scope for treasury to contribute to the business – to better manage risks and enhance value.

### What's the best thing about being a treasurer?

Being dynamic – to be on your toes and to keep abreast of events; plus, to stay ahead of the challenges.

### What's the best thing about being a member of the ACT?

The ACT promotes a cohesive 'community', tailors its events and programmes to take care of all-round development of its members.

### Which ACT qualifications do you hold?

AMCT.

### How has your qualification benefited you in your career so far?

The ACT gave me very good recognition in the industry. The qualification provided a foundation for my career in treasury.

### What's the most important lesson that you've learned during your career?

Every challenge is an opportunity to grow. While adversities are difficult at the moment, they provide the best platform to learn and succeed.

### What would be your best piece of advice to someone else considering a career in treasury?

You are setting yourself up for an exciting journey – be open to learn.

### What's your ultimate career goal?

Be a value-adding adviser to my clients.

### Who is your greatest inspiration and why?

Anyone who has turned their hurdles into their stepping stones. People like Helen Keller and Mahatma Gandhi inspire me.

✦ If you would like to star in our 60-second interview slot, email [editor@treasurers.org](mailto:editor@treasurers.org). Please provide a photo of yourself, your email address and telephone number. We won't publish your details – it's just so we can contact you in the event of queries.



TRAINING, EVENTS & WEBINARS

### 2017 TRAINING COURSE DATES

#### 12 September, London

##### Treasury in a day

A one-day introduction aimed at anyone new to treasury, looking to broaden their understanding of the function or who wants to improve their ability to have better conversations with management, operations, banks or with treasurers as customers. You will learn about the role of a treasurer within the context of business, and you will be introduced to key treasury concepts and financial instruments commonly used.

#### 13 September, London

##### Foreign exchange

Learn about the different types of FX risk and develop an ability to advise both commercial operations and senior management about FX risks and on the responses available to meet those risks from a treasurer who has real experience in this area. You will also discover some of the instruments used to manage FX risks, how they are traded and some of the risks around this, together with the

controls that should be used to deal with those risks.

#### 14 September, London

##### Interest rate risk

Gain a deeper understanding of the many aspects of interest rate risk, how it affects different firms and its inevitability. This PC-based course will teach you the concepts for evaluating the different aspects of interest rate risk with hands-on modelling experience.

#### 19 September, London

##### Working capital optimisation

Understand why working capital management is vital for the generation of sustainable cash flow and survival of all companies. Gain an appreciation of the techniques that can be employed to manage working capital and improve efficiencies within the supply chain. The course deals with the basic principles within payables, inventory and receivables management, and explores reporting implications for both smaller companies and larger enterprises.

#### 20 September, London

##### Cash forecasting fundamentals

On this interactive course you will learn how to review or completely redesign your cash-forecast framework and processes. Don't miss this opportunity to broaden your understanding of the fundamentals of cash forecasting. With increasing market volatility and business change, and access to financing harder and more expensive, organisations should focus on improved cash forecasting, to reduce unexpected, and potentially costly, surprises.

✦ To view more courses or to book online, visit [academy.treasurers.org/training](http://academy.treasurers.org/training). For more information contact Radmila Trkulja at [rtrkulja@treasurers.org](mailto:rtrkulja@treasurers.org) or tel +44 (0)20 7847 2573

### ACT EVENTS 2017

#### 13 June, London

##### In Codes we trust: the new financial markets codes of practice

Join the ACT and the Bank of England for an afternoon briefing on the UK Money Markets and FX Global Codes. Senior representatives from the Bank of England, the ACT and financial market participants will provide an overview of the codes and discuss their relevance for corporates.

[www.treasurers.org/codes](http://www.treasurers.org/codes)

#### 27 September, Hong Kong

##### ACT Asia Treasury Leaders' Forum

Join more than 200 treasury and finance professionals from across Asia for the Asia Treasury Leaders' Forum to discover the latest developments in treasury tools, tactics and strategy. It is the perfect meeting place to share knowledge, experience and best practice, and build your professional network.

[www.treasurers.org/asia2017](http://www.treasurers.org/asia2017)

#### 8 November, London

##### ACT Treasury Forum

This invitation-only event is the perfect platform for leading treasury professionals to come together – sharing and debating the key issues of the day in an informal and interactive setting.

[www.treasurers.org/treasuryforum](http://www.treasurers.org/treasuryforum)

#### 8 November, London

##### ACT Annual Dinner

Taking place in the elegant surroundings of the Great Room at the Grosvenor House Hotel, this event provides you with a fantastic opportunity to network with your peers while enjoying a superb three-course meal, fine wine and entertainment in one of the most prestigious venues in London.

[www.treasurers.org/annualdinner](http://www.treasurers.org/annualdinner)

#### 21-22 November, Dubai

##### Middle East Annual Summit

Join us at the largest and most popular treasury event in the Gulf Cooperation Council. Bringing together the region's leading corporates, expect to meet more than 500 treasury and finance professionals, and hear thought-provoking insights and best practice from over 50 speakers, all under one roof.

[www.treasurers.org/middleeastannualsummit](http://www.treasurers.org/middleeastannualsummit)

### ACT WEBINARS

#### Join in the discussion and debate from the comfort of your desk

Led by the ACT's policy and technical experts, ACT webinars give direction on regulatory change and key treasury concerns direct to you, wherever you are in the world.

✦ For details of our webinar programme, visit

[www.treasurers.org/webinars](http://www.treasurers.org/webinars)

✦ To attend an ACT webinar, book online at [www.treasurers.org/events](http://www.treasurers.org/events). For more information, email [events@treasurers.org](mailto:events@treasurers.org) or call +44 (0)20 7847 2589