

CASE STUDY

SOUTH INDIAN BANK - MD & CEO

**HUNT
PARTNERS**

LEADERSHIP
EMERGENT INDIA





**HUNT
PARTNERS**

LEADERSHIP
EMERGENT INDIA

ABOUT THE CLIENT

Our client, South Indian Bank (SIB), is one of the earliest banks in the Southern region of India, established in 1929. Rooted in Kerala, it boasts a customer base of 7.0 million. With 928 branches and 1277 ATMs/CRMs nationwide, the bank stands as a trend-setting financial institution that combines a rich heritage with a forward-looking, service-oriented approach.



**HUNT
PARTNERS**

LEADERSHIP
EMERGENT INDIA

SITUATION FACED

South Indian Bank recently faced a significant leadership transition as the former MD & CEO declined reappointment. This prompted the Board to initiate a search for a qualified replacement capable of advancing the established vision without reinventing the wheel and being a cultural fit, to be able to resonate with the major clientele and the company.

Consequently, Hunt Partners was appointed to facilitate the search process, focusing on both internal talent and external candidates.

The background of the slide features a blurred cityscape at night with bokeh light effects. In the foreground, there are stacks of coins on a reflective surface. A glowing blue line graph with vertical bars is overlaid on the scene, showing an upward trend. The Hunt Partners logo is in the top left, and the title 'APPROACH USED' is in a red box at the bottom left. The main text is on the right side.

**HUNT
PARTNERS**

LEADERSHIP
EMERGENT INDIA

APPROACH USED

We, at Hunt Partners, employed a multifaceted approach to ensure a seamless leadership succession at the bank. Leveraging our network of senior experts and industry insights, we meticulously analyzed the local talent pool, taking into account regional dynamics, such as economic conditions and regulatory frameworks, to identify potential candidates. Our strategy involved striking a delicate balance between local and global experience, ensuring candidates possessed the necessary skills and cultural fit to thrive within the bank's environment.

The background of the slide features a blurred cityscape at night with bokeh lights. In the foreground, there are stacks of gold coins on a reflective surface. A glowing blue line graph with vertical bars is overlaid on the scene, showing an upward trend. The Hunt Partners logo is in the top left, and the text 'OUTCOME ACHIEVED' is in a red box at the bottom left. Two vertical red bars are on the right side of the slide.

**HUNT
PARTNERS**

LEADERSHIP
EMERGENT INDIA

**OUTCOME
ACHIEVED**

By integrating these considerations into our search process, we played a pivotal role in identifying and evaluating candidates who were not only qualified but also aligned with the bank's strategic objectives and operational requirements.

We were finally able to reach the right candidate, aligning seamlessly with the bank's vision and requirements. Our efforts culminated in successfully closing the position for Managing Director and CEO, ensuring a strong leadership presence for the organization's future endeavors.



**HUNT
PARTNERS**

LEADERSHIP
EMERGENT INDIA

NAVIGATING THE COLLABORATIVE PATH WITH SOUTH INDIAN BANK HAS BEEN A FULFILLING VENTURE, INVOLVING THE INFUSION OF FRESH CAPABILITIES AND LEADERS FOR SUSTAINED BUSINESS PROSPERITY.

THIS ENGAGEMENT GOES BEYOND CONVENTIONAL ADVISORY SERVICES, LEANING ON INFLUENCE AND EXEMPLIFYING THE GENUINE PARTNERSHIP SPIRIT BETWEEN THE BANK AND HUNT PARTNERS IN SHAPING A SUCCESSFUL ORGANIZATIONAL TRAJECTORY.

- HUNT PARTNERS