



Q&A

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Q: Can you share your background and how you got to where you are today?

A: I am one of 5 children and married with 2 teenage boys. Due to our family circumstances and limited opportunities while growing up, a strong sense of independence and responsibility was instilled in me. The overarching pathway to achieve this was to ensure that we were educated so that we could progress in life. These traits have guided me throughout my personal and professional life.

After matriculating I started working and had to study part-time to complete my BCompt degree. I completed my articles at PwC. After qualifying as a chartered accountant, I was selected for a secondment to the United Kingdom (UK) for 6 months. This was an incredible experience (being my first trip overseas!) that exposed me to different cultures and broadened my horizons from a work perspective.

After returning from the UK, I joined a new team at PwC Pretoria focusing on due diligence. We merged with the Johannesburg team and I progressed to senior management level. In 2004 I was approached by a former colleague to join Nedbank and have grown in various roles since then.

Q: What made you join Nedbank, and how has your career grown since then?

A: Nedbank formed a new team called Specialised Debt with the focus of providing our corporate clients with long-term funding. My financial, analytical and business skills in unpacking and understanding corporates and identifying risks in their business complemented their requirements. This role enabled me to unlock the entire funding value chain from a client's initial request to providing financing. During my career at Nedbank I've held a variety of positions, including sector lead for a public sector portfolio, focusing on transport entities. This role really deepened my understanding of the industry and its challenges, as well as contributed to the development of my relational managerial skills.

When Client Coverage was restructured, I moved to the Transactional Services product area, initially focusing on working capital funding, and with subsequent restructures this expanded into the multitude of Transactional Services offerings. Although challenging, these

restructures offered opportunities for growth and learning, helping me build resilience and adaptability.

Q: As a woman in a historically male-dominated field, what challenges have you faced, and how have you overcome them?

A: Being initially one of the few females in the team at Nedbank, I had to ensure that I was technically strong and had the necessary skills set to complement the team. Getting acknowledged for my skills and knowledge was not always easy. However, Nedbank's supportive and inclusive culture has been crucial to my achievement, helping me overcome any challenges.

I've worked in a number of sectors over the years and I am currently the Regional Head for 3 sectors in Transactional Services Sales: Automotive, Transport, Freight and Logistics; Mining and Chemicals; and Power and Infrastructure. This position requires knowledge of value chains and how different sectors complement each other. For instance, new energy deals in the power sector are dependent on the strategies of mining sector clients. This knowledge enables us to provide our clients with comprehensive solutions to support their business growth strategies.

Q: You've mentioned the importance of family support in your career. Can you elaborate on that and tell us what advice you would give to young women aspiring to enter the banking and finance sector?

A: My family has been instrumental in enabling growth in my professional career, providing me with unwavering support. I am thankful for their contribution to my life, which enables me to navigate various obstacles while at the same time remaining grounded and balanced.

For young women aspiring to enter the banking and finance sector in sales, I would suggest that a solid understanding of financial and credit fundamentals is crucial. Building relationships within and outside your organisation is vital for long-term success. Additionally, it is critical to have good interpersonal and communication skills, particularly in a sales role.

Above all, maintaining a positive 'can do' attitude is essential. Although sales challenges can seem daunting, having an optimistic mindset will help

you excel and provide your clients with effective service.

Q: What changes have you observed in your industry over the years, and how do you want to be remembered professionally?

A: The future of the banking and finance industry is vibrant, with many opportunities for innovation and growth. At Nedbank Transactional Services, we provide comprehensive solutions to our clients, covering everything from short-term facilities and asset-based finance to trade finance and day-to-day transactional banking. We aim to create a unique value proposition that sets us apart from our competitors. It's a journey, and we're always evolving to meet our clients' needs. It's all about 'hunger for success' and that is what drives our growth.

The automotive and transport industry has seen significant shifts in gender diversity over the past few years. Women are now more prevalent in senior roles, such as chief executive officer and chief financial officer and those in treasury. This shift is encouraging and shows that there is plenty of room for women to advance in these industries. It's an exciting time to be part of this transformation, and I'm looking forward to seeing even more progress in years to come.

Legacy, for me, means being remembered for the positive impact I have had on people in mentoring and contributing to their development, enabling them to grow alongside me and thus achieving greater success in all our endeavours. This is underpinned by my deep values of responsibility, resilience and integrity.

