

Leader's Voice Space for Leaders, Executives, Investors and Entrepreneurs

Navita Yadav Wednesday 05th October 2022 09:53 EDT

Managing Director and Global Head of Capital Markets for Vistra Group



A senior member of the Financial Services industry with a unique combination of East to West leadership experience in European and Asian markets, Navita is the Managing Director and Global Head of Capital Markets for Vistra Group. Based in London, she is responsible for one of the Big 3 Capital Markets and Private capital service providers globally. Navita has equally strong hands-on experience of running financial services businesses in India and South Asia having previously held CEO and Board positions in the region.

She has been active in the Financial Services space for 24 years and her specialities include Corporate Banking and Infrastructure finance, Development of Financial products for Public Debt markets, Private Equity and Private Debt asset classes, Structured Finance and Corporate Issuance for Infrastructure and Financial Services, Commercial Banking, Risk Management and Tech platforms, Regulatory frameworks and Policy interface for banking and financial sector. Vistra under her leadership in India grew to become one of the largest debt market intermediaries.

Q: London has the largest number of migrants among all regions of the UK. So how do you define the survival of the fittest theory for a leader in this scenario?

For an international leadership team, London is very often the centre of the world. The criteria for choosing your base includes proximity to markets, teams and stakeholders. It is important to be able to feel the pulse of the market and create solutions that solve the pain points of customers and the society at large. Survival of the fittest in the professional world is not about migrating, it's about your mindset and the value you create. There are no shortcuts wherever in the world you might be.

Q: How do you define a leader?

Leadership is about creating more leaders. Leaders are about integrity, positive attitude, passion, vision, confidence, accountability, progressive mindset, stewardship, communication and empowerment. We are about what we consistently do. Leaders consistently display these qualities which is a powerful way of

influencing both new leaders and followers. Leadership is not about authority, you could have zero authority but you can be a big influence in your Business or on your colleagues, even your immediate society and your environment.

Q: Is an expansion plan necessary in business?

For any leader and company, it is important to look at new markets, new products, technologies and newer solutions for clients. Everyday a business must think how they can better the lives of the customers they serve and the markets they inhabit. In financial services one can speak about a highly complex and dynamic environment, where speed is of essence. One needs to stay on top of developments and respond with speed and effectiveness to be a market leader. Whilst one needs to evolve you also need to balance this with core values of your business.

Q: What can young aspirants learn from you?

A: London as a market is a great place for young people. Two things they have to do: learn to communicate well and get a mentor. Getting a mentor is one of the best ways of learning from the experiences of someone you trust. Also, there are no shortcuts to success, it does involve hard work and grit. But if you are in the right direction, you will get there sooner or later. Try and gain as much exposure to different business lines in your company and different markets. Enjoy the journey.

Q: What can Londoners learn from you?

I learn everyday from this great city and its people . I think it's not about Londoners, New Yorkers or Mumbaikers, it's about who and what brings out the best in you. One should choose the environment accordingly. To be a well rounded personality, one must have exposure to different cultures, talent and markets.

Londoners must preserve their diversity- diversity not just of people but also of thought. Londoners must encourage more talent wherever it comes from.

Q: Why is the financial service industry attracting more youth?

Youth and opportunities go together. Financial services has always attracted youth due to its size and growth. A structured and safe work environment and growth opportunities across the world. Nowadays, I see, Legal and finance are an excellent combination and attract some of the best in space. Not only youth, now the financial industry is attracting retirees and mothers at home. So, many more talented sections of the population are coming into mainstream productivity.

Q: How is the finance industry more appealing to Women?

The finance industry is the most regulated industry and was among the first to provide a safe environment for women. But the sad part is that we don't see women at the top for a variety of reasons. Women stay at junior to mid-levels and then either disappear or trickle up. We don't see much diversity of women in boards and executive committees even in the finance industry. There are several reasons. One of them is, women don't feel as confident and do not ask, so they are generally not on the shortlist. I just want to tell women that, believe in yourselves, be courageous and never give up.

Q: Lifestyle in India is far easier than in London so why did you give it up and move here?

Giving up the comforts of Mumbai, was not an easy decision; but, I like to constantly challenge myself. I chose London more because of the Central Time Zone and its access to markets. London to me, is an East meets West scenario, a melting pot of people, cultures and businesses. The world seems to be integrated here. As a Global Indian, it is a great time to celebrate India's progress and to project India on the Global map. I don't like to define myself as belonging to a city, but I do feel at home in London as much as I feel in Mumbai.

Q: What are the social upsides and downsides of living in London?

London is a very welcoming city. You won't find this kind of diversity anywhere else in the world. The weather is quite neutral. The infrastructure is great. You get to meet a variety of people and can do a lot with your spare time. So, it's great to experience life here.

The downside, I am yet to experience, I hope not!

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