



Profile Summary

As a Senior Finance Executive, I bring extensive expertise in finance, accounts, audit, and costing across diverse industries. With a proven track record of achieving business growth in dynamic environments, I excel in overseeing ventures and driving revenue. My expertise lies in developing and implementing financial strategies to optimize performance and enhance efficiency. I am proficient in financial reporting, budgeting, forecasting, pricing, revenue assurance, cost control, and project analysis. My goal is to leverage my skills in a progressive organization to drive financial success through finance transformation and contribute to strategic decision-making.

Academics

- **Chartered Accountant** – Institute of Chartered Accountants of India, Nov'1997.
- **Cost & Management Accountant** - Institute of Cost Accountants of India, Dec'1994

Work Experience

Senior Consultant – Finance transformation lead - Nov 2022 to Aug 2024

iOPEX Technologies Private Ltd., Bengaluru

- **Process Improvement & Digitization:** Managed comprehensive finance transformation initiatives projects, driving process optimization & system enhancements for large MNCs including BOT set ups (UI Path)
- **Customer Engagements:** Including new client's intro & interactions (RFP response and representations) and partnering with their cross-functional teams to ensure project success and adherence to delivery timelines.

Commercial Finance Controller - Pricing, Business Planning & Financial Analysis - Oct 2010 to Oct 2022

Cisco Systems, Bengaluru

- **Deals Management & Pricing:** Structured deals and pricing strategies, managed commercial models, legal constructs & nego., pricing & discount management for partners / global service providers.
- **Financial & Business Modeling:** Developed price strategies for GTM and products/services; provided tactical and strategic pricing support for tenders and business cases; Elaborated deal analysis alongside X-functional collaboration with Tax, Credit & Treasury, Legal, and Corporate Revenue teams.
- **Sales & Service Finance:** Forecasting, budgeting, and segment-based revenue/bookings/profitability; deal financing / capital support; Business and financial recommendations based on risk assessment, exposure management & margin affordability to sales and leadership teams.
- **Leadership & Core Team Involvement:** Led monthly sales reviews with leadership on bookings, revenue, discount, margin trending, product mix, supply-chain issues, backlog, and funnel aging; key member for India entity setup, including pricing, costing, lead to order process & revenue recognition.

Head Corporate - Management Reporting - Mar 2010 to Oct 2010

Fortis Hospitals Ltd., Bengaluru

- **Financial accounting, control & Administration:** Ensuring closure per corporate timelines, financial and management reporting, business performance analysis, and establishing robust financial controls and governance.

Deputy General Manager - Business Planning & Analysis - Jul 2009 to Feb 2010

Bharti Airtel Ltd., Mumbai

- **Management Reporting function:** MAPA reporting (Management Accounting Performance Analysis) for financials, including Revenue, Opex, and Capex dashboards & KPIs. This role included developing annual operating plans & providing decision support for business strategies, rollouts, new rates/tariff launches, and business case approvals.

Senior Manager - Financial Planning and Analysis & Pricing Specialist - Oct 2006 to Jun 2009

Mahindra Satyam Computer Services Ltd., Bengaluru

- **Customer Acquisition & Deal Pursuit:** Led pricing and commercial negotiations, contributing to winning deals worth \$100+ million; Managed various onsite/offshore deputations to lead pre/post financial closures for mid/large strategic bids as SPOC which included finalization of terms and conditions / contracts / agreements.
- **Financial Planning and Analysis:** In Collaboration with the Business heads / Functional heads as a trusted business partner in decision-making processes, operational excellence initiatives, business, and finance transformation (including revenue maximization, cost optimization).
- **Business Unit Performance:** Managed monthly closings, sales, deviation reporting, and reviews of BU performance, including KPIs and future business parameters.

Senior Business Analyst – Management Reporting & Sales Operations - Aug 2004 to Sep 2006

Tejas Networks India Ltd., Bengaluru

- **Management: Reporting:** MIS reporting for management, strategic investors, and financial institutions with focus on fund management, credit control, and profitability analysis.
- **Sales Operations:** Evaluated and analyzed vendor & customer performance, incorporating financial data, business objectives & sales forecasts for strategic decision-making processes and manufacturing plans through OEMs (original equipment manufacturers).
- **Cost Analysis & Reduction:** To conduct cost analysis at BOM level and facilitate continuous cost reduction initiatives for manufacturing and supply chain efficiencies.

Senior Manager - Finance & Accounts - Jan 2004 to Aug 2004

USi internetworking Ltd. (formerly Appshop Soln. India P. Ltd.), Bengaluru

- **Led month-end financial reporting and MIS** consolidation for US operations, ensuring compliance with tax and legal requirements. Managed India fund operations with forecasted cash flows and authored Oracle 11i user manuals for AP and GL modules for India and US entities.

Manager Finance - Financial & Management reporting - Aug 1998 to Jan 2004

Bharti Infotel Ltd. (Airtel), Indore (MP) & Bengaluru (KK)

- **Financial Reporting & Management:** Generate accurate financial statements, maintaining regulatory compliance and delivering clear financial insights to stakeholders including periodic support to Management for strategic planning and business performance presentations
- **Team Leadership & Audit Oversight:** Led team oversight, orchestrated statutory / internal audits including addressing / resolutions audit findings & qualifications and final sign offs.
- **Budgeting & Strategic Support:** Managed budgeting & financial and business planning; Oversee commercial feasibility approvals for CAPEX projects; Designed financial policies and SOPs;

Dy. Manager - Finance - Jul 1996 to Aug 1998

Sanghi Brothers Indore Ltd., Indore (MP)

● Skills and Interest / Hobbies

- **Technical skills:** Microsoft Office suite, Google Workspace, Oracle ERP 11i, Tally Accounting, Google studio and Management Information Systems.
- **Interests:** Reading (Daily), Shuttle & Running (Regularly) and Travel & Movies (Occasionally).
- **Languages:** English (Fluent), and Hindi (Native).

● Certifications

- Building Interactive dashboard on **Google Studio** from **Skill Nation Apr' 2023**.
- Data Literacy Green Belt from **Cisco's Data & Analytics Education, 2021**.
- Certificate on Global Business Leadership program by **U21 Global and Harvard Publishing, Dec' 2008**.
- Certified MS-Excel user from **Aptech, Bengaluru, 2008**.