

SAMIR PISAL

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Senior finance leader with **over 18 years** in **IT, manufacturing, fintech, e-commerce**, and **financial services**, Expert in strategic financial management, driving profitability through advanced financial modeling and analytics. Adept at collaborating with top management to drive business growth and optimize financial processes. Led implementation of analytics frameworks, enhancing performance measurement and boosting operational efficiency. Lead high-performing finance teams to consistently deliver financial success and operational excellence.

SUMMARY OF SKILLS

Strategic & Financial Planning	Financial Shared Service Migration	Credit & Risk Management
MIS and Financial Reporting	Budgeting & Forecasting	Mergers, Acquisitions, Due Diligence
IFRS Reporting	IGAAP & USGAAP	Corporate Finance
P & L Ownership	Team Building	Compliance Management
Team Management & Leadership	STPI & SEZ Compliance	Fund Raising

- **Leading the financial operations for SQS Group in India and the USA**, overseeing comprehensive financial management and guiding strategic decision-making.
- Expertise in **identifying strengths and weaknesses** in the financial function, **overseeing business operations, analyzing trends, budgeting, forecasting (including revising business plans), managing funds, optimizing working capital, handling investments, navigating tax matters**, and efficiently managing systems to enhance effectiveness, drive cost savings, boost productivity, and improve the bottom line.
- Expertise in enhancing **cost efficiency, optimizing processes, and implementing ERP systems**.
- Expertise in the **finalization of financial statements in accordance with Ind AS / IFRS / IGAAP guidelines**, ensuring precision and adherence.
- Demonstrated expertise in **cash flow projection, financial planning, and delivering insightful presentations** to the board for well-informed decision-making.
- **A noteworthy achievement includes comprehensive oversight of statutory audit, internal audit, tax audit, and transfer pricing analysis**, guaranteeing adherence to regulations and promoting financial transparency.
- Proficient in **cultivating transparent communication, skilled in resolving complex challenges**, and possessing robust analytical insight for strategic decision-making.
- Successfully negotiated and executed debt under **lender financing arrangements** from a consortium of banks.
- **Resolved taxation demands and regulatory hurdles** for a burgeoning startup enterprise.

KEY ACHIEVEMENTS

- **SAP Implementation & Data Migration:** Successfully led SAP implementation and data migration from Tally to SAP, significantly improving operational efficiency at SQS India & USA
- **Capitalization of Fixed Assets:** Completed capitalization of fixed assets leading to improved asset management and reporting at SQS India
- **Outstanding Performance Award:** Received the finance team outstanding performance award recognizing exemplary contributions at SQS India
- **First Audit Success with No Errors:** Achieved first audit in the USA entity with no errors, enhancing the company's reputation of SQS USA Inc

WORK EXPERIENCE

CFO Services - Freelance | Domestic and International Clients | Sept 2024 - Present
Group Head - Finance Manager | Indify Group, Pune | Jun 2023 - Aug 2024
Senior Manager - Finance & Accounts | Magicflare Software Services LLP, Pune | Nov 2021 – Jun 2023
Senior Manager Accounts | European Moving Technologies Ltd, Pune | Oct 2020 - Nov 2021
Finance Lead | Ideas to Impacts Innovations Pvt Ltd, Pune | May 2017 - Oct 2020
Senior Accounts Executive | SQS Group - India & USA, Pune | Mar 2011 - May 2017
Senior Accountant | CP Rajwade & Associates - Carraro Technologies India Ltd, Pune | Oct 2009 - Feb 2011
Accounts Executive | Total Strategic Solutions Pvt Ltd, Pune | Feb 2008 - Sept 2009
Trainee Operations | Bajaj Auto Finance Ltd, Pune | Feb 2007 - Jan 2008

EDUCATION

MBA in Finance from MIT College, Pune in 2011

ICA - Industrial Computer Accountant Course from Pune in 2007

B com in Accountancy from SKM College, Kolhapur in 2004

Technical Skills: SAP FI & SD Module, QuickBooks, ZohoBooks, Microsoft Office (Word, Excel, PowerPoint), and Google Suite (Docs and Sheets), Certificate in Microsoft Excel using ChatGPT and AI tools, 2024.

KEY RESULT AREAS

- **Finance Function Leadership:** Led the finance function, overseeing accounting, reporting, and compliance activities to drive business success.
- **Integrated Reporting Process Implementation:** Developing and implementing an integrated reporting process to enhance financial performance, controls, and compliance.
- **Strategic Financial Direction:** Providing strategic financial direction and leadership, conducting project evaluations and investment assessments, including due diligence and integration processes.
- **Financing Strategy Development:** Draw-down of long-term loans for project expansion and modernization programs from Financial Institutions/Banks.
- **Investor Relations and Funding:** Preparing company presentations for potential investors.
- **Stakeholder Relations and Corporate Governance:** Cultivating strong relationships with internal and external stakeholders, including investors, creditors, auditors, and regulatory bodies as well as providing strategic financial guidance to the board of directors and executive leadership, adhering to the highest standards of corporate governance and ethics.
- **Treasury Management:** Developing and executing treasury management strategies to optimize cash flow, liquidity, and working capital management. Oversee cash and investment management activities, including banking relationships, debt financing, and capital structure optimization.
- **Tax Planning and Compliance:** Developing tax planning strategies to minimize the company's tax liabilities while ensuring compliance with applicable tax laws and regulations. Oversee tax reporting, filings, and audits, collaborating with tax advisors to optimize tax efficiency.
- **Cost Management and Efficiency:** Implementing cost management initiatives to control expenses and improve operational efficiency. Identify cost-saving opportunities, streamline processes, and implement best practices to enhance profitability and cost effectiveness.

PERSONAL DETAILS

- Date of Birth: 9th April 1983
- Languages Known: English, Hindi, and Marathi
- Relocation: Open
- Notice Period: 15 days or less