

# **M V GOPINATHAN**

No.6, Raja Veedhi , VGP Shanthi Nagar, Pallikaranai, Chennai 600100

Mobile : +91 8939641604 [krishnathg@gmail.com](mailto:krishnathg@gmail.com) , [ramyagopinathan@hotmail.com](mailto:ramyagopinathan@hotmail.com)

---

## **ACHIEVEMENTS SO FAR**

- ❖ Handled Rs.1500 crores of TL, WC (Both Fund Based & Non Fund Based Limits)
- ❖ Handled continuous renewal of Bank Limits year on year- Handled L/C, Buyer's Credit/Hedging effectively to minimise the Finance Cost.
- ❖ Handled documentation for NCD (Non Convertible Debentures to the extent of Rs.200 crores Listed in Bombay Stock Exchange and syndication of funds/ take over of Loans thru Financial Institutions & Banks
- ❖ Interacted with Financial Institutions for sanction of Term Loan & Working Capital facilities
- ❖ During the tenure of service implemented good Internal Control systems in Inventory Functions which has resulted in cost savings by reducing the inventory holding cost and identifying the obsolete and slow moving items for further corrective actions
- ❖ Successfully handled the implementation of Order to Remittance procedure which has resulted in cost saving with respect to debtors holding period and resulted in proper tracking of receivables .
- ❖ Smooth transition of Sales tax to VAT regime and completed up to date assessments without any additional liabilities.
- ❖ Member of GST implementation in Kamachi Industries and successfully implemented the transition from VAT to GST - Implemented MIS Systems in the Companies worked
- ❖ Practice of Budgeting, Variance Analysis, Profitability statements introduced
- ❖ Prepared Business Process Mapping and integration of all functions for ERP implementation and Prepared SOP for the organisation

## **SUMMARY OF SKILLS & EXPERIENCE**

Over 26 years of relevant cross functional experience, demonstrated Leadership in Accounts & Financial Management which includes Budgeting, Profitability Analysis, Variance Analysis, Costing, Auditing, Legal Matters, Statutory compliances, Import and Export Matters, Accounts Finalisations and implementation of MIS& Cost reduction .Taxation viz., Income tax, GST, VAT Treasury Management , Buyers Credits/Hedging/Forward Covers, Pre-ship and Post-shipment credits ,ECB and Foreign Currency Loans, Project Proposals for Fund requirements, CMA Data, FFR. Advising management on various matters for taking decisions and on cost reduction matters.

## **ORGANISATIONAL EXPERIENCE**

**Worked in Hari & Co International from Sept 22 to June 23** as Finance Head- Funds Syndication, working out working capital requirements , Dealing with bankers for funds mobilisation – Advising on Budgeting, Profitability improvements and Finalisation of accounts- Statutory compliances

**Worked as GM Finance & Accounts** from March'21 to Aug'22 for Sankar Sealing Group engaged in manufacturing of Gaskets for Auto Industries ( both Domestic & Exports) reporting to MD . Heading all functions in Finance , Accounts, Commercial functions, Budgeting, Treasury , Direct & Indirect Taxations, Project Proposals, Variance Analysis, Auditing and Legal Matters, SAP, Finalization ,Costing, Accounts Consolidation and Group Companies Accounts, ROC matters, Board Meeting.

### **From July 2020 to Feb'21**

**Previously Worked for OPG Power Generation Private Limited** Heading Banking & Finance functions with turnover of Rs.1400 crores

## **JOB HANDLED**

- ❖ Budgeting , Auditing, Taxation, Finalisation, Working Capital Management
- ❖ Profitability Analysis & Variance Analysis, Treasury Operations – Periodical MIS
- ❖ Interaction with Consortium Bankers and maintaining strong relationship with them
- ❖ Handling of accounts and compliance related to NBFC Company
- ❖ Handling Sanctioned credit facilities Rs.1500 crores (TL, Fund based and Non fund Based Limits)
- ❖ Preparation of CMA Data for the periodical renewal of Limits & Submission of FFR and other reports required by Bankers – Working out working capital requirements
- ❖ Working out the DP Limits and submission of DP Statements on monthly basis to the bankers - Hedging-Forward contracts – Buyers credits
- ❖ Letter of Credit opening /Submission of applications-Bank Guarantees Limits/Opening of BGs/Maintaining Security Margins in Form of FDs and tracking the same
- ❖ Negotiation of LC Documents both for Internal Billings and Imports/Discounting
- ❖ Planning the Funds requirements-Deployment of excess funds in investments on timely basis
- ❖ Finalisation, Profitability analysis, budgeting, variance analysis – Taxation -Audits

- ❖ Handling Stock /Receivables audits, ASM Audits thru the auditors appointed by Bankers – Payables – Receivables – Statutory matters – Audits – Costing-MIS
- ❖ Comparison of Interest being charged by Bankers inline with their Sanctioned terms
- ❖ Continuously monitoring the interest rate inline with the Credit rating and negotiating with bankers for better rate of interest
- ❖ Maintaining the schedule of Principle and Interest payment and Bank Charges
- ❖ Preparation of necessary schedule pertains to Long Term and Short Term liabilities in line with FS requirements
- ❖ Interaction with Credit rating agencies- ECB matters/Foreign Currency Loans

#### **From Sept 2019 to July 2020**

**Worked as consultant** for preparation of Project Reports for obtaining Term Loan and WC (Both Fund based and Non -Fund Based Limits ) for onward submission to various financial institutions.

#### **From April 2013 to May 2019**

**Worked as Senior GM-Finance & Accounts** in Integrated Steel Manufacturing & Thermal Power Generation Company **KAMACHI INDUSTRIES LIMITED** with group sales turnover of Rs.2500 Crores as Sr.GM-Finance & Accounts ( Group Sales turnover Rs.2500 Crores with multiple divisions including Logistics and shipping) –Handled Rs.1500 Crores Business (Reporting to Director)

#### **JOBS HANDLED**

- Export/Import Finance-Business evaluation – Dealing with consortium Bankers
- LC Opening /BG arrangements/ FDs Margins
- Preparation of Project proposals for New credit facilities – Renewal of credit facilities
- CMA Data and FFR submission – Dealing with credit rating agencies
- Monthly DP statements -Negotiation of LC documents
- Hedging/Arranging Buyers credit/Ad-hoc credit limits/Forward covers
- Handling of Concurrent audits required by the Bankers
- Dealing with Financial Institutions for new limits
- Business Plan- Profitability statement- Budgeting – Variance Analysis
- Finalisation-Corporate &Factory accounts/Project accounts
- Manufacturing/Sales Accounting-Receivables both Domestic/International
- Statutory Matters/Direct and Indirect Taxes viz., TDS, GST,VAT/ROC matters
- Logistics-Imports and Exports - High sea purchase and High sea sale of Coal
- Sales order processing – approval- SCM -Purchase orders approval -Inventory

- Statutory Audits with BIG4 and Internal Audits/Costing/Tax Audit
- Working capital Management - Funds forecasting -Treasury -Payroll-Payables
- Internal controls/System implementation/ IT related matters –Legal matters

**From Sept 2010 to 31.3.2013- SEZ - Sundram Fastners Limited – TVS- Plant Finance Head**

## **JOBS HANDLED**

### **TREASURY OPERATIONS**

Negotiation/Purchases of bills with Bankers and Sending on collection  
Follow-up with Foreign Bankers/ Local Bankers & Opening of Letter of credits for imports  
Bank Guarantees & Scrutiny of Export Letter of credits/ Forward Exchange Contracts Retiring  
Import documents from bankers and compliance with necessary formalities

### **FINANCIAL ANALYSIS AND CONTROL**

Business Plan Support -Budget Preparation, CAPEX  
Control of Budgeted Expenses & Periodical monitoring of Expenses  
Periodical Comparison of Budgeted Sales  
Variance Analysis & Effective steps for minimizing the adverse variances  
Necessary steps for Improving the Margin and working closely with the functional heads  
Analysis of Various Ratios/ Reporting/Assisting management in taking business decisions  
Monthly /Quarterly/Half Yearly/Annual  
Finalization of Accounts and working closely with the Internal and statutory auditors Cash  
Flow Statements and reporting /Working capital Management and analysis Pre shipment and  
Post shipment Finance

### **RECEIVABLES MANAGEMENT**

Sales Accounting/Order execution/Formulation of Credit Policies/ Evaluation & its Monitoring  
Ageing Analysis-Triggering Sales Dept for timely collection  
Keeping AR levels under control-Analysis of AR Turnover Ratios/DSOs

### **PAYABLES ACCOUNTING**

Ensuring Compliance with PO terms  
In-depth audit of all the process in Payables -Monthly/Quarterly/Half Yearly/Annual Closures  
Analysis of Payables Ratios -Timely Payments for Local suppliers & Import payments  
Framing of Policies & Adherence to Policies/Approving of Purchase Orders

## **COSTING**

Budgeting of expenses-Comparing Actual vs. Budget /Variance Analysis  
Expenses Control/Allocation of expenses  
Measures on cost reduction and advising management  
Implementation of entire costing system  
Analysis of various Ratios and Monthly /Quarterly/Half yearly/Annual Reporting

## **EXPORT AND IMPORT MATTERS**

Matters related to EPCG-Export incentives such as DEPB, Duty drawback  
Overseeing Export and Import matters & Co-ordination with clearing Agents/Forex matters  
Coordinating with customers for import clearance /Entire Logistic activities

## **POLICIES, PROCEDURES AND SOPs and ERP**

Ensuring all the Policies, Procedures and SOPs are being followed  
Formulation of Policies-Introducing necessary Procedures and preparation of SOPs as and when required-Customization of ERP Package to the business requirements

## **INVENTORY MANAGEMENT & LOGISTIC OPERATIONS**

Inventory Management Across Branches -Movement of inventories of Equip/ Demos  
Constant check on Inventory level/Periodical PI Audits – Reporting variances Measures for reducing adverse variances

## **PAYROLL**

Payroll account – related matters viz., PF – Co-ordination with HR

## **TAXATION**

Sales tax –VAT-Works Contract Tax, Service Tax- Asst. & Appeals>Returns/Visioning with Lawyers for appeal cases. Minimising the risk of Penalties and additional taxes/Collection of concessional tax forms-Service Taxes and related procedures/Excise/Customs duties , Dealing with SEZ Authorities – Income- tax authorities

**From April 1997 to August 2010 Worked with GE Medical System**

## **JOBS HANDLED**

- ❖ Budgeting – Variance Analysis
- ❖ Financial Accounting Controls
- ❖ Marketing Office co-ordination with respect to accounting, statutory matters
- ❖ Sales/Mfg. Accounting-Receivables Accounting

- ❖ Payables Accounting
- ❖ Inventory Accounting
- ❖ Accounts Finalization – Statutory and Internal Audits
- ❖ Statutory compliances – Viz., Direct and Indirect Taxations
- ❖ Cost Reduction measures
- ❖ Ensuring strict compliance with all the Policies, Procedures
- ❖ Bank dealings - LCs – Negotiation of LCs

**From April '87 to March '97 Worked as Manager - Accounts & Administration in Fine Art Garments International - Garment Manufacturing and Export Company**

### **JOBS HANDLED**

- ❖ Finalisation of accounts – Monthly P & L/Ratio Analysis - Payroll
- ❖ Dealing with Bankers, Export Finance viz Pre-shipment and Post-shipment finance
- ❖ Budget – Comparison of Actual performance with Budgets
- ❖ Working Capital Analysis – Cash Flow Projections
- ❖ Sales tax and other statutory compliances -ROC matters- TDS
- ❖ Interaction with Auditors for Tax audits and statutory audits
- ❖ Export Receivables Tracking- Payables accounting-GL Analysis
- ❖ Import and exports and customs duty – Letter of credits/BGs-Foreign Remittances
- ❖ Implementation of SOPs

**From January 1985 to February 1987** worked as Audit Staff in M/s.S.Dhanya Kumar & Co.,(D.Sampath Kumar & Co) Chartered Accountants, Madras

**From Feb 1982 to Feb 1985.** Undergone C.A., training in M/s.D.Ranga Swamy & Co., Chartered Accountants, Madras for the period from 1982 to 1985.

**SOFT SKILLS :** Mfg-Pro, Oracle, SAP, Microsoft Dynamics, Excel, Word

**EDUCATION :** B.COM , CA - Intermediate

**AGE 60 Years**

\*\*\*\*\*