



Vijay.S.Nair

Business Finance & Accounts, Operational Excellence Leader

*Forward-looking as Leader with overall 27+ years of experience in streamlining business in compliance with respective standards; hands-on approach in establishing new systems, policies & procedures with focus on accomplishing goals & objectives; targeting leadership assignments in **Business Accounts & Operations Management***



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Vijay S Nair

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Profile Summary:

Experienced, Dedicated Manager with 20+ years of expertise in overcoming complex business challenges and making stake decisions using experience-backed judgment & work ethics across Multi-National Companies (MNC) like Consumer Durables- **PHILIPS INDIA LIMITED, Holland, National Panasonic India PL, Japan, UPTRON INDIA LIMITED HRUDAYALAYA, Hospitality - McDonald's India Limited, American MNC & Healthcare - NARAYANA LIMITED (NH). Bangalore.**

Provided insight Via **Negotiation Skills** by saving indirectly 20-30% (30 lakhs) with Vendor Management, PO approver for **In house Projects appr. 25-30 CR** for the Company executed. Selecting Right Vendors, HVAC, KYC Criteria, financial decision-making, process through analysis, financial projections (planning, budgeting and forecasting) and reporting; brought in scalable financial control in operations, **Process Implementation** done successfully.



Education

MBA (Business Finance) from Mumbai University in 1992
B.Com. from Mumbai University in 1989



Training :

1-year training on SAP-FI/Configuration & Integration in 2007.
EDP- I Program- A one-week fully sponsored program deputed from McDonald's in 2004.
Program on Direct Taxes conducted by ICAI and sponsored by McDonald's in 2005.



Work Experience :

Senior Manager - Nazareth Group of Companies from Jan 2022 onwards....

Business and Financial Solutions :

Cash Flow Operations, Profit and Loss - P&L, Revenue Management, Project Administration, Cost-Control. Led entire Finance and liaising with the Bank, Accounting and Financial Management, Process Implementation, ERP, Hospital Administration Software (HIS) Consultation, Negotiation with Software Vendor, Implementation Managed diligently & professionally..

Centre Head (Eastern Region) | Oct'17- Dec 2021 with Meditrina Group of Hospitals, Jamshedpur (65-bedded hospital)

Led a team of **75+** Staff and spearheading multiple functions across Finance, Unit P&L, Budget Management, HR, Operations, Medical Services, Administration, SCM (Purchase) & Operations Department; managed & generated revenue worth **INR 18 Cr. P.A.**

Dy. Manager-Finance | Feb'09 - Sep'17

Narayana Health Ltd., Bengaluru

Showcased excellence in independently completing a Social Health Welfare Government run Project worth INR 5 crores; managed the entire gamut of functions including project accounting, funding, bank collaboration and team management; Rendered oracle implementation support at development stage and validated total purchase invoices, Head of Purchase Department (Non-Medical) Engineering Capital worth of 20-25 Cr project approver, Selection of vendors, Executions etc....,

Branch Accountant | Apr'05-Feb'09

Intertek Testing Services Pvt. Ltd., Bengaluru

Front-led general and sales finance & accounting, Accounts Payable, Accounts Receivables, reduced dues & debt outstanding through constant follow-up with clients/ buyers rigorously.

Accountant | Apr'00 - Jan'05

McDonalds India Corporation, Mumbai (Parent Company - USA)

Managed McOpCo Business, & Corporate Accounts, projects related to outlets, budgeting control and variance analysis; reconciled US GAAP and Indian GAAP Accounts on a monthly basis, Accounts Payable, Accounts Receivables, Budget Management, Project Capital Management and Right Accounting Treatment, Vendor's and Supplier Management Controlled efficiently overall.



Role Across The Career & Achievements :

I. ACHIEVEMENTS :-

A. National Panasonic - Pune : Inventory efficiently Managed consistently for 5 years with Accuracy. **Appreciated by Management & Japanese Director.**

B. McDonald's - Mumbai

1. Independently Import Capital, Foreign Vendors Managed efficiently, streamlined well managed & Right Account Treatment executed diligently.
2. Accounts Payable i.e. (Supplier & Vendor) timely payment execution, TDS Streamlined and issuance before deadlines.
3. Banking Matters - Automated from Manual to online system with latest status quo.

Acknowledged and appreciation received from HoD and Top Management.

C. Narayana Health Limited, Bengaluru

1. Projects worth of 20-25 Cr Handled efficiently by executing at right Time Frame, Selecting Vendors Management, Approving and Reports escalation on Project Task before the Time.
2. **NEGOTIATING with Vendors diligently & indirectly revenue saved amounting to 30 lacs Annually for Hospital Development (2015 -17).**

II. ROLE :-

- Managing the **Profit & Loss Centric Operations** along with managing strategic relationships, market analysis & expansion, and competency development
- Reviewing **financial statements & key data sources** to determine operations performance against budgets; managing operating expenses by forecasting, accruals and results
- Preparing **annual operational budget** for all the units to achieve business goal and updating the forecasted business target aligned with the strategy
- Establishing task to perform for assigned functions of **Operations, OPEX & CAPEX Control, RCM, Inventory Audit, Fund Flow Management.**
- **Instituting processes & SOPs Drafting, Escalating** and approval from Top and implementing the same, Deploying various methodologies & recommending modern practices to save execution time and realize operational efficiencies.



Previous Experience:

1995-2000 with National Panasonic India Ltd., Pune as Officer - Warehouse

Successfully Managed Warehouse Operations, Inventory Control, Liaison with Dealer & Distributor, Agreement, Sales Target Achievement Monthly, Annually & Accounts Receivables Follow-up, Reconciliation across Maharashtra excluding Mumbai Belt.

1991-1995 - Uptron (I) Ltd, Mumbai & Pune, Assistant -Accounts

Regional Accounts, Branch Accounts, Inter-Branch Reconciliation, MIS, Banking Matters, Statutory Matters.

1990-1991 - Philips (I) Ltd., Mumbai - Commercial Apprentice



Personal Details:

Date of Birth: 7th May 1968.

Languages Known: 6 languages :

(English, Hindi, Marathi, Malayalam, Kannada, Tamil)
