



Mukesh Sanjeeva Salian

Senior Finance Professional

Financial Controlling | Risk Management
and Governance | Finance Transformation

Location Preference: South-East Asia,
Europe, Gulf Region or Canada



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Versatile professional with success in achieving growth within turnaround & rapid changing environment **CFO**, offering **over 26 years'** experience with commendable contribution in rendering strategic consultation & guidance on **FC&P and Cost Controlling issues** with a focus on sustainable profitability and budgetary control matters; led **Finance, Risk Management & Business Management Leadership** for mature organizations, complex business restructuring, expansions and large-scale business transformations



Executive Profile

- **Achievement-Driven: Finance Expert**, leading financial controlling activities, capable of managing **CXO/CFO** assignments with firm contribution in formulating financial policies & strategies for the organization with an aim to accomplish organizational goals; reporting to Board
- **Visionary Finance Professional & qualified CA** with considerable exposure in managing; **Business Finance, Financial Planning & Control, Cash Flow Management, Credit Management, Cost Control, Taxation, Finalization & Audit, Feasibility Analysis, Compliance, Internal Audit and Risk Management**
- **Finance Expert**, leading financial controlling activities for business entities; expertise in reviewing all financial procedures & internal controls, automating & integrating financial information systems and successfully driving the budgeting & forecasting exercise; led financial consolidation & reporting processes for companies including actual, budget & forecast for internal as well as external purpose
- Consistent success in **maximizing financial performance, establishing a new financial reporting system** that enabled the company for evaluating profitability of each department on an individual as well as consolidated basis
- Demonstrated expertise in structuring **annual budgeting, and capital budgeting, defining standard operating procedures & internal controls** and exercising strict budgetary control
- Success in leading a business through major restructuring, resulting in **improved profitability and organic growth of the organization**; designed Annual Operating Plans for the company
- Proven business acumen in leading and managing the finance operations and contributing higher rate of growth; expert at **formulating financial reports** to facilitate decision-making by the top management
- **Skills in monitoring all tax compliance & submissions covering** Income Tax, VAT & Service Tax
- Possesses sound knowledge **about prevalent economic/financial reforms** with excellent **analytical, presentation, interpersonal skills and proven abilities in team management**

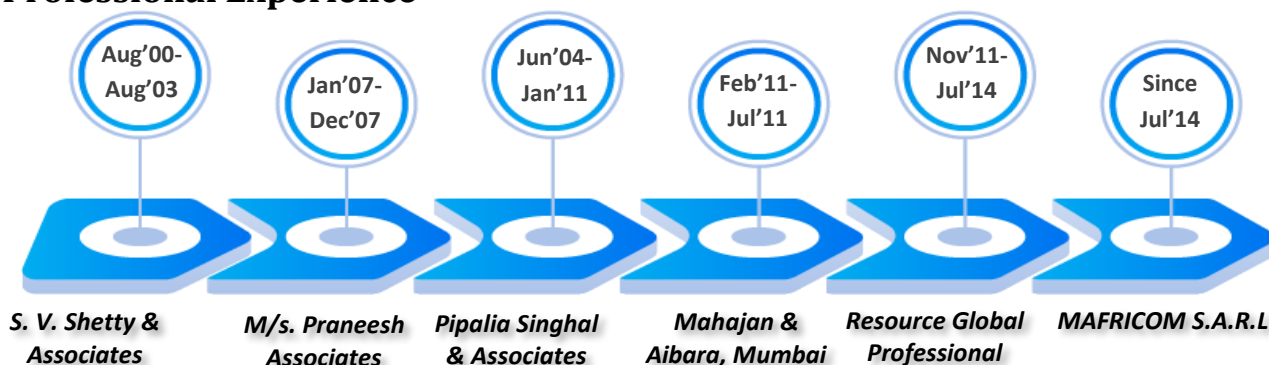


Core Competencies

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| ■ Strategic Financial Planning & Control | ■ Consolidation of Complex Structures / Financial Statements | ■ Financial Analysis and Reporting |
| ■ Internal Control & Auditing | ■ Profitability & Variance Analysis | ■ Business Process Reviews (BPR) |
| ■ Cash Flow Management | ■ SOX Compliance | ■ Growth Strategy Development |
| ■ Leadership & Team Mgmt. | ■ Corporate Finance Strategy | ■ Stakeholder Management |



Professional Experience



Key Result Areas:

- Formulating & instituting financial strategies by forecasting capital and identifying financial resources for the organization; ensuring monthly & annual closing are done as per the corporate closing calendar along with standard accepted accounting principles
- Monitoring end-to-end financial mgmt. across regions encompassing business planning, budgeting, process improvements, cost optimization, project analysis/accounting, CAPEX Cash flow and P&L Forecast, Revenue reporting, Investments management, & GL operations, accounting & reporting to senior management
- Managing all audits that is statutory, internal, tax and other audit are completed in time along with proper coordination with internal & external stakeholder
- Effectively analyzing, investigating and explaining key movements and trends in major P&L lines; generating periodic MIS reports on business operations
- Analyzing Project profitability and provide direction to the Business Unit heads in terms of their profitability and performance
- Devising capital budget plan, operation projections, as well as finance strategy & Business plans in consultation with the CEO & the Board by contributing financial and accounting information, analysis, and ensuring their alignment with short-term long-term objectives
- Evaluating ROI (Return on Investment) for capital development projects when needed; maximizing return on invested funds by identifying investment opportunities and maintaining relationships with asset management companies, external banks & NBFC's
- Establishing & strengthening long term banking relations with leading banks & avail value added benefits for business partners arising from such partnerships
- Managing all banking & other financial institutions related matters including arranging leverages, long term funds, project finance, bank accounts, deposits, and so on
- Devising budgets and providing critical financial and operational information to senior management; analyzing financial projections identifying and evaluating new business ventures and expansion plans
- Driving strategic initiatives across value chain; developing annual operational budget to take a view on priorities and resource planning; implementing control measures to contain expenses within defined limits
- Conducting variance analysis between projected & actual figures and took corrective actions to increase profitability of the organization
- Strategizing & implementing SOPs for determining financial objectives; implementing internal control disciplines throughout the region to maintain integrity & accuracy of financial reports

Significant Achievements:

- Successfully introduced the business strategy which increased the sales while using out of box approach within the organization
- Demonstrated proven success by closing various audits with the government department and within the budget
- Strengthened and built strong relations with the Top Management and colleagues of the company client
- Acknowledge for conducting initial and closure meeting with client
- Proven track record of changing the system of control with proper accountability and proper reporting

Nov'11 – Jul'14 with Resource Global Professional, Mumbai as Project Consultant

Clients: Nomura International, Aero space's Pvt Ltd, Reich people solutions, MMS FOREX Pvt. Ltd.

Significant Achievements:

- Ensured proper closure of company accounts and monitored various compliance for the closure of the company
- Successfully conducted Sox audit as per 404 and prepared Template as per Big 4 standard
- Recognized for perform Test Control as per Risk Control Matrix which were prepared by investment banking company
- Concluded the audit within desired time period and sign off from the client
- Identified major revenue leakages and advised the owner regarding the control

Feb'11 – Jul'11 with Mahajan & Aibara, Mumbai as Senior Consultant – Internal Audit

Client: Raymonds Ltd.

Significant Achievements:

- Prepared Audit Plan with consultation of Associate Partner and ensured Compliance of Standard Operating Procedures in case of Procurement and Labour Management, Warehousing Management, Logistics Management and Debtors Management
- Identified the Loopholes in the procurement and recommended measures included Benchmarking and entering the Rate Contract with vendors to reduce Financial Leakage
- Categorized the Loopholes in Process of Sales Order during the Warehouse Management
- Advised on the process of Inventory Management based on the Inventory turnaround time of industry

Jun'04 – Jan'11 with Pipalia Singhal & Associates, Mumbai as Audit Manager – Internal Audit

Clients: ICICI Bank, HDFC Bank, Saurashtra Cement Ltd., Dabur India Ltd., Gujarat Siddhee Ltd., Acme Housing Ltd., BDO Consulting Ltd. & Clariant Ltd.

Significant Achievements:

- Assisted in reducing the cost of procurement by benchmarking and improved the procurement time by setting up TOT in order to avoid the emergency purchases
- Identified loopholes specifically in stores management system, area of Purchase indenting and Material Requisition Note
- Helps in identifying the Loopholes in Material Management
- Acknowledged for successfully performing SOX Compliance Testing for HDFC Bank Ltd., ICICI Bank Ltd. regarding SLA and Procurement respectively

Jan'07 – Dec'07 with M/s. Praneesh Associates, Udupi as Finance Controller – Part Time

Significant Achievements:

- Effectively filled the system loopholes which reduced the revenue leakage in the form debtors confirmation and stopping double payment
- Significantly performed precise merging of cash and accrual system of accounting, setting up of internal control related to Cash Management
- Managed the system of debtor's management and improved the same
- Supported the management in setting up the whole system of accounting and internal control like setting Cash Management and Receivables management with proper ageing
- Improved the system of reporting to management and modified the software to generate MIS required to monitor the performance of business

Aug'00 – Aug'03 with S. V. Shetty & Associates, Mumbai as Article Clerk

Significant Achievements:

- Able to achieve the objective of proprietor completion of audit within the stipulated time
- Appreciation received from proprietor in the form of testimony

Academic Details



CA from Institute of Chartered Accountants of India in 2009



B. Com, from Tolani College of Commerce, Mumbai University in 2000

Personal Details

Permanent Address	: 3-2-62 CD , Amba Niwas , Kalikamba Nagara, Karnataka, India
Date of Birth	: 24 th August 1979
Languages Known	: English, French, Hindi, Kannada, Marathi & Tulu
Nationality	: Indian
Marital Status	: Married
Passport Details	: Z 6370269