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| **CMA KETAN M. MODI** Dynamic career of nearly 2 decades that reflects rich experience & year-on-year success in managing all facets of cost accounting including FPNA function with budgeting, forecasting, financial analysis, variance reporting, cost control, product costing, product standard cost development experience, and so on for job order and process costs in Pharma Manufacturing environment  ketanpk15@rediffmail.com/ ketanpk15@gmail.com  +91-98794 95594 | | | | |
|  | | | | |
| core24x24icons Key Skills | | |  | knowledge24x24icons Profile Summary |
| |  | | --- | | Product Costing Analysis / New Product Costing | |  | | Business expansion & Strategic Business model implementation | |  | | Budgeting, Forecasting, Pricing & Variance Analysis | |  | | Inventory Valuation & Reconciliation | |  | | CAPEX - OPEX Request Analysis | |  | | Strategic Alliances & Partnerships | |  | | New Systems Implementation | |  | | Statutory Audits (Cost & Accounting) | |  | | Team Building & Leadership | |  | | Controllership & Decision Support |   Management Accounting & Monthly MIS | | | * Qualified Cost Accountant with dynamic career that reflects rich experience & year on year success in finance Operations in Pharmaceuticals – Oral Solid, Injectable, Oncology, CRO Business, R & D Development business, Vaccination business, Liquid & Oral Suspension business * Comprehensive experience of working **in Corporate** environment**.** * Leveraged skills in accounting, budgeting, standard costing, business planning, International Taxation, Transfer pricing, GST Compliance and Strategy, Income tax planning. * Comprehensive experience of working in Plant & Corporate environment; as well as exposure in undertaking Greenfield project * Pharma Cloud in Unison Pharma leading to effective monitoring of resources utilized; this also enabled seamless integration of one department with the other leading to efficient functioning of the business * Set strategic cost accounting direction; led a team of professionals including AGM, Managers & Senior Executives; responsible for Production Reporting to the CEO and the Board of Directors * Drove the cost optimization process by identifying cost optimization opportunities, evaluating the risk and economics, and stewarding the approved opportunity to conclusion * Developed, implemented, and led numerous conversion projects which were successful in improving product costing, inventory analysis, overhead allocation, variance analysis, and financial reporting * Implemented a cost savings program by switching the production from order base production to campaign base production at Cadila Pharmaceuticals Limited that delivered savings in utility cost by INR 2.00 Cr per annum * Strategic planner with skills in formulating strategies aimed at driving cost savings worth INR 2.50 Cr by reducing the tablet size & increasing the batch size of Tablet at Cadila Pharmaceuticals Limited * Led the execution of New Costing ERP System implementation * Automated the process that enabled management to suggest better process on time, that resulted in increasing turnover by 50% at Unison * An effective leader with excellent communication, negotiation and relationship building skills. |
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| career24x24icons Career Timeline (Recent 6 Associations) | | | | |
| |  |  |  |  |  | | --- | --- | --- | --- | --- | |  |  |  |  |  | | **2004-2005** | **2005-2007** | **2007-2011** | **2011-2012** | **2012-2017** | **Since 2017** | |  |  |  |  |  |  | | | | | |
| softskills24x24icons Soft Skills | | |  | edu24x24icons Education |
| Communicator Innovator  Thinker  Collaborator Intuitive | | |  | * Pursuing Part Time CIMA from UK * Cost Accountancy from The Institute of Cost & Works Accountants of India in June 1998 * M.Com. from Gujarat University – External in 1996 * B.Com. from Gujarat University N C Bodiwala Commerce College in 1993 |
|  |  | | | |
| exp24x24icons Work Experience |  | | | |
| **Dec’17 till date**  **Turnover worth 235+ cr** |  | **Unison Pharmaceuticals Pvt. Ltd. Ahmedabad GM (Finance – Costing)** | | |
|  | **Key Result Areas:**   * Full responsibility of the group including:   Unison Pharma – Monthly MIS with Variance Analysis / Graphs / Suggestion for Corrective action plan to achieve the budgeted top line and bottom line [ Formulation Business [Branded & International]   * + R & D Activity and it’s Development cost with Payback period [Regulated, & ROW Market related products]   + Cost Audit of Formulation Business * Developing, implementing, and leading numerous conversion projects which are successful in improving product costing, inventory analysis, overhead allocation, variance analysis, and financial reporting * Administering working capital funds; monitoring inflow / outflow of funds, steering measures to ensure optimum utilization of funds towards the accomplishment of organizational objectives * Evolving annual budgets and directing variance analysis to evaluate variance between projected & actual results and implementing corrective actions * Working in collaboration with external auditors to prepare quarterly audit schedules which resulted in a significant reduction in audit fees * Implementing costing process prepare & providing product wise costing of Domestic & Export business to help the management for taking the business decisions and achieve the organisation goal * Preparing the new products costing for the business planning and provide the development cost for the new products of Regulated Market and ROW Market for business expansion. Also providing the Domestic products costing on quarterly basis to Management with GC * Preparation of Annual operation Plan (AOP) and Providing the Actual Plant Overhead Vs. Budgeted Overhead of Actual Production month wise over Absorption / Under Absorption * Finalising sales, production budget, material cost of products and budgeting gross contributions, based on the sales volume and technical inputs; calculate plant wise manufacturing overheads * Leading the preparation of overall business P&L statement with detailed analysis of positive and negative variances for top line and bottom line against the budgeted, to help the management for taking the business decisions; providing the Month wise P &L Trend to management * Supporting the Cost Audit team by providing the below required details to the Cost Auditor for preparation of Cost Record and finalise the Cost Audit report within the stipulated time line   + Product wise Manufacturing and Sales details   + Raw Material and Packing Material consumption details   + Plant wise Expenses details   + R&D, Marketing, Distribution expenses details | | |
| **Feb’12 – Dec’17`**  **Turnover worth 2000+ cr** |  | **Cadila Pharmaceuticals Ltd., Ahmedabad- Mfg., Ahmedabad**  **DGM – Finance & Costing**  **Growth Path:**  Jan’13- Dec’17: Deputy General Manager – Finance & Costing  Feb’12 – Dec’12: AGM – Finance  **Significant Achievements:**   * Evaluated Product wise R&D development cost and calculated the payback period after validating 3 years projected sales from Marketing team [All cost factor considered as per regulatory requirement * Implemented ERP System that delivered accurate costing and timely MIS report for management review * Involved in monthly planning of best utilization of Machine load and resources with two shift base to control the expenses and if marketing demand more than existing capacity then we will go for LL party for produce with DPCO Rate | | |
|  |  | * Developed monthly plans of Production and Sales with High GC products and Minimize the material stock with Minimum working capital investment * Assisted MOQ purchase by Minimized the batch size with club of small order and with saving of Time and Expenses * Active member for finalization of the annual budgets monitoring mechanism and analyzing results against targets and suggesting corrective actions to the management for improvement and betterment of the organizational goals * Authorized for the commercial aspects of the procurements and contracts of materials and services including mechanical – electrical – operational and maintenance and put forward to Top Management Approval * Served as MIS Head / Manufacturing Finance Operation responsible for monthly stock valuation of RM, PM, WIP and FG with NPA stock statement * Prepared liquidation plan with coordination of production, supply chain and marking team and also monitoring those plan | | |
| **Jun’11 - Jan’12**  **Turnover worth 15000+ cr** |  | **Intas Pharmaceuticals Ltd., Ahmedabad AGM – Finance & Costing**  **Significant Achievements:**   * Guided a team of 2 managers and other associates; evaluated factory wise production expenses and it’s CCPC Ratio with production capacity utilization * Prepared & Filed 2 years of cost record & cost audit within the span of 6 months * Attended Cost Audit of Formulation & API Business * Managed product wise cost for 7 plants with complete monthly stock valuation of RM, PM, WIP and FG with NPA stock statement and prepare liquidation plan with coordination of production, supply chain and marking team and also monitoring those plan. * Analyzed factory wise CCPC Ratio with its DPCO Norms | | |
| Previous Experience  **Mar’07 – Jun’11**  **Turnover worth 2000+ cr**  **Nov’05 – Feb’07**  **Turnover worth 400+ cr**  **Jan’04 – Nov’05**  **Turnover worth 15000+ cr**  **Oct ’01 – Jan’04**  **Turnover worth 40+ cr**  **Jun’97 – Jun’01** |  | **Cadila Pharmaceuticals Ltd., Ahmedabad**  **Manager – Finance & Costing [API Business]**  **Troikaa Pharmaceuticals Ltd., Ahmedabad**  **Manager - MIS & Costing**  **Zyfine A Division of Zydus Cadila Healthcare Ltd., Ahmedabad**  **Executive - Accounts**  **Marck Parenterals (India) Ltd., Ahmedabad**  **Executive – Finance**  **M/s Ashwin G Dalwadi Cost Accountant, Ahmedabad**  **Executive – Costing** | | |
| IT Skills |  | * SAP –R/3 -Fico Module, MS Office, Tally | | |
| Personal Details |  | **Date of Birth**: 21st February 1972  **Languages Known**: English, Hindi and Gujarati  **Present Address** : A-403/ Pramukh Residency, Opp. Maulik Tenament, Nr. P & T Colony, Jodhpur Gam, Satellite, Ahmedabad - 380 015 | | |

* Cost Benefit Analysis
* Management Accounting.
* Rational / Maximum Utilization of available resources
* Techno commercial Evaluation of present Processes and suggestion for process improvement to rationalize the cost and input to the management