

Krishnan S, CPA CA

Information Technology Services Financial Director/Controller
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QUALIFICATIONS

Education

BBA - Madurai Kamaraj University, Madurai, India

Certifications

- Certified Public Accountant - Texas
- Chartered Accountant - India
- SAP FICO Certified

Work Sponsorship

US Citizen, Willing to Relocate

Skills

- Leadership & Team Building
- Cost Reduction & Control
- Multi-site Global Finance Operations
- P&L & Performance Improvements
- Merger & Integration, Outsourcing/Shared Services
- Budgeting & Forecasting
- Business Intelligence & Analytics
- High Impact Project Management
- Change Management
- Process & System Improvement
- ERP Implementation
- SOX & Internal Controls
- Business Turnaround & Growth
- KPI & Scorecards

VALUE PROPOSITION

Deliver transformational financial solutions to eliminate "pain points" in a business. Specifically:

- Define creative financial strategies to enhance business efficiency and generate global enterprise success
 - Generated \$200m in cost savings at HP through financial strategies that contained costs and improved margins
 - Improved margins of 50+ low-performing accounts by 22% through business intelligence and data analytics
- Leverage experience as accomplished, savvy, and operationally focused finance leader in Fortune 100 corporations
 - CFO/Business Partner of \$900m IT software & services business, CFO of \$300m largest consumer account & \$1B world-wide IT budgets, Country Controller of \$300m diversified manufacturing subsidiary
 - Exceptional qualifications in Finance, Accounting, FP&A, SOX compliance, US GAAP, and Controllershship functions
- Nurture and utilize a strong human resource base
 - Advocated the hiring of over 7000 fresh college graduates
 - Directed 18K people services delivery organization

PROFESSIONAL EXPERIENCE

Hewlett-Packard Enterprise & predecessors (Compaq Computers, Digital Equipment Corporation)

Corporate Finance & Operations Director, Enterprise Services (2014-2016)

Managed global team of 50, including 5 Senior Managers; produced \$1.2B revenue from 280 customers

BU CFO/Senior Manager, Global Delivery Services & Software (2009-2014)

Managed global team of 15, including 3 Managers; operated with \$900m budget and 18000 software engineers

Account CFO/Senior Manager, P&G IT Outsourcing Account (2004-2009)

Managed team of 12; oversaw computer hardware, software, and IT outsourcing (\$300m P&L)

Global FP&A Manager, Corporate IT (2002-2004)

Managed team of 15; operated with \$1B budget, 10K FTE in 50 countries

Prior Roles (Pre-2002)

FP&A Manager Compaq IT, Finance Manager DEC IT, Corporate Controller- India Manufacturing subsidiary, Finance & Sytems Manager- Arabic Computer Systems Riyadh, Auditor -Price Waterhouse, Senior Accountant- DCW Ltd

PROFESSIONAL ACCOMPLISHMENTS

HPE Corporate Finance & Operations Director

- Achieved \$15m financial target with incremental savings through improved time tracking and accurate billing of 17,000 delivery resources
- Increased customer billing by \$12m and improved utilization by 4% through common scorecard measurement system at project manager level
- Generated >\$10m margin improvement in 2 years through automation of 500+ customer projects via project accounting system

HP Senior Finance Manager - Global Delivery Services

- Attained \$20m gross spend reduction through labor/cost optimization
- Realized labor-cost-as-percentage-of-revenue improvements over 19 consecutive quarters, without client escalations
- Achieved financial targets in all 4 years with 0.3% forecast accuracy and no significant reported audit/compliance issues
- Reduced 4 days in close cycle by automating financial reporting through Hyperion

HP Senior FP&A Manager - P&G Account

- Improved annual HP contract margin from -7% to +22%, generating \$10m cost savings over 3 years
- Reduced delivery cost 19% through labor optimization
- Directed ERP systems and unified time-tracking/billing-system implementation in 22 countries, increasing revenue/margin by \$15m