

## Contact

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(LinkedIn)

## Top Skills

Strategy Management  
Corporate Strategy  
Governance Ethics & Strategic Leadership

## Languages

Hindi (Native or Bilingual)  
Greek (Professional Working)  
English (Full Professional)  
Japanese (Full Professional)

## Certifications

Supply Chain Management: A Learning Perspective  
Oracle Cloud Infrastructure Foundations 2021 Certified Associate

## Publications

SanjeevBlog

# Sanjeev Sharma サンジー<sup>ブ</sup> Σαρμας ♦People FinOps Transformation Leader

♦Operations ♦Finance ♦Order to Cash O2C♦Accounts Payable  
♦Credit Collections Cash Apps ♦ ERP SAP S/4HANA, RPA Automation ♦Enabling Global Delivery Process Optimization♦  
Talent Development

Bengaluru, Karnataka, India

## Summary

♦Global Operations FinOps Leader over 20 years of expertise driving excellence O2C Order to cash ➤ P2P AP, in GCC across EMEA and JAPAC. Optimizing Credit to Cash, reducing DSO, enhancing billing accuracy, and strengthening cash. Demonstrated proficiency in sales order management, renewals, and working capital improvement. Proven track record of leading cross-functional initiatives, resolving complex customer queries, and process enhancements. Highly skilled in people management, team development, stakeholder engagement, and fostering high-performance finance operations.

A polyglot, I bring cross cultural communication skills to global operations, bridge language gaps and build stronger stakeholder relationships.

## Key Expertise

- ◆ Process Improvement & Automation: Championing continuous improvement and the adoption of cutting-edge technologies
- ◆ Proven People Leadership: Expert in managing, mentoring, and developing high-performing teams
- ◆ Stakeholder Engagement: Skilled at building strong relationships and collaborating effectively with stakeholders at all levels.
- ◆ Operational Excellence: Consistently surpassing SLAs and KPIs through strategic vision, process optimization, and hands-on execution.

- ◆ Business Transformation: Driving impactful change initiatives, streamline operations, enhance performance, and deliver measurable results.

#### Domain Specialization

- ◆ O2C Order to Cash ➤ Credit to Cash ➤ Order Management
- ◆ Finance operations ➤ O2C Order to Cash | P2P Accounts payable
- ◆ Information Technology ➤ Cloud SAAS Renewals: Leveraging SaaS subscription renewals to drive Business Continuity
- ◆ Learning & Development Trainings ➤ Delivering impactful training programs to upskill teams
- ◆ Ex Marine Merchant Navy ➤ Brings disciplined leadership and a global perspective.

#### Education

- ◆ Strategic Management Indian Institute of Management Kashipur
  - ◆ MBA in Finance
  - ◆ Master's in IT
  - ◆ Bachelor's in IT
- #### Certifications
- ◆ Computers and Information Technology
  - ◆ Leadership & Strategy Management
  - ◆ Oracle Cloud Certification
  - ◆ Supply Chain Management

#### Computer Software and Tools

- ◆ Financial Software & ERP Systems (SAP, Oracle E-Business Suite, JDE)
- ◆ Microsoft Suite, Automation Tools, Oracle Cloud Computing
- ◆ Process Mapping (Visio), Lotus Notes

A lifelong learner and Forward Thinker, I excel in Communication, Leadership, Customer Management & Driving Innovation in GCCs.

#### Life Mantra

- ◆ Ήθος (Ethos): Building credibility and trust
- ◆ Πάθος (Pathos): Leading with empathy and compassion
- ◆ Λόγος (Logos): Applying logic and rationality in decision-making

## Experience

Cargill

10 years 6 months

Manager O2C Order to Cash EMEA & Japan Region

March 2019 - Present (6 years 9 months)

Bangalore Urban, Karnataka, India

Team Manager- Japan and Malaysia Process

June 2015 - February 2019 (3 years 9 months)

Team Lead- FinOps OTSC Japan Process

June 2015 - February 2019 (3 years 9 months)

Bengaluru Area, India

Oracle

Senior Analyst-Finance Lead, Order to Cash ♦ GOM Team-Global

Revenue Management ♦ Accounts Payable

February 2004 - June 2015 (11 years 5 months)

Bangalore

11.5 years ~ from 2004 to 2015, in Operations, Project Management, and  
Migration of Finance

processes P2P, O2C, Q2O & Order Management with Multilingual support  
Japanese & Greek languages

Migration of Finance Processes (P2P, O2C, Q2O, OM)

Led end-to-end migrations of Procure-to-Pay, Order-to-Cash, Quote-to-Order,  
and Order Management processes.

Standardised workflows, aligned with global ERP systems, ensured seamless  
transition with minimal disruption.

Delivered successful migrations with strong compliance, efficiency gains, and  
stakeholder satisfaction.

Program Management

Led global finance transformation programs, driving process optimisation  
across shared services.

Ensured delivery of complex initiatives within scope, budget, and timelines  
while managing stakeholder alignment. Championed governance, risk  
management, and change adoption across cross-functional teams. Pre-Sales  
Partnered with sales teams to design finance process solutions for prospective  
clients.

Presented O2C, P2P, and shared services capabilities to global customers, aligning with business needs.

Contributed to winning proposals by showcasing process expertise and multilingual client engagement.

#### Multilingual Support (Japanese & Greek)

Provided language support in Japanese and Greek to strengthen global service delivery.

Bridged communication gaps with regional stakeholders, enhancing client satisfaction and trust.

Enabled smooth transitions in migrations and operations by leveraging multilingual skills

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## Education

Indian Institute of Management Kashipur

Executive Program Strategy Management , Strategy  
management · (2018 - 2018)

Kuvempu University, Shankaraghatta, Shimoga

Master's Degree, Information Technology · (2009 - 2011)

The Japan Foundation

JLPT N4 Japanese Lanaguage Proficiency test, Japanese Language and Literature · (March 2002 - December 2003)

AOTS Association for overseas technical scholarship, Delhi

Japanese Language course, Japanese Language course · (January 2002 - December 2002)

JCICI -Japanese Culture Center, Delhi and IITMM

Japanese Language certification IITMM & Japanese culture centre, Delhi, Certification in Japanese