

KAJAL MALHOTRA

Associate Director

A committed professional with 12 and a half years of diversified experience, comprising of Financial Planning and Analysis, Budgeting, Reporting, Fund accounting and Statutory audit, who continuously invests in the skill set that drives long-term growth of her organization and for personal self

EXPERIENCE

ASSOCIATE DIRECTOR

Aeris Communications India Private Limited 12/2021 – Present

- Partnering with all business leaders to design long range and short-range business plans comprising of annual business plan and projections for upcoming years, with detailed modelling and validation of assumptions
- Preparation of MIS and reports in relation to budget, quarterly revenue forecast, monthly rolling forecast and variance analysis etc. to assist higher management and leadership in decision making
- Managing sales operation by liaising with respective departments, doing customer due diligence and risk assessment, along with review of commercial contracts and business structure/use case of each deal
- Ensuring risk management of revenue and receivables including assessment of region-specific risks and regulations outside India and corresponding collection
- Involvement in decision support with respect to minimizing risk, variance/ trend analysis, collaboration with business team on revenue, pricing, renewals and margin, market research, cost saving initiatives
- Liaising with US Finance team with respect to Aeris Global connectivity and accounting related to customer contracts with Aeris Inc.
- Officiated the implementation of Salesforce, administrator role and real time coordination with the business team with respect to pipeline reporting, thereby, helping them achieve high level of sales funnel

SENIOR FINANCE ANALYST

BT Global Business Services Private Limited 12/2018 -12/2021

- Built upon experience in reporting, FP&A domain in Banking and Technology vertical
- Engaged in month end reporting, forecasting for the business and product area, including gaining market knowledge, identifying trends in the business, price changes/product launches and new quality reports
- Assessment and discussion of sales force pipeline report with sales team so as to factor in corresponding risks and opportunities that will allow forecasting of future results
- Endeavored to meet Stakeholder expectation in terms of working capital management, variance/ trend analysis
- Proactively involved in cost transformation projects and team coordination related activities
- Complied with SOX standard results and relationship management with Onshore team

ASSISTANT MANAGER

Actis Global Services Private Limited 09/2014-12/2018

- Involved in Financial planning, budgeting and forecasting with top down and bottoms up approach, finalization of budget, cash flow management and forecast
- Prepared various customized reports/ comparatives in relation to budget, cash flow and NAV in order to cater to stakeholder expectations
- Reviewed a team of 4 and analyzed quarterly performance packs of PE investments for executive committees and board meetings and quarterly valuations for PE deals
- Independently initiated and lead fund closing of new infra fund (Fund size being US\$2bn)
- Brainstormed various contract clauses pertaining to respective funds for carry and waterfall related computations

SENIOR EXECUTIVE/ EXECUTIVE

BSR & Company (KPMG) 07/2011-09/2014

- Engaged in statutory audit, group audit, tax audit and J-SOX reporting for clients pertaining to industries namely, Consumer goods/ Business service/ Automotive/ Media and advertising/ Education/ NPO
- Headed a team of 4-5 people on a crucial client on areas involving revenue, debtors, creditors, inventory and secretarial aspects

CONTACT

Email:

cakkajal@gmail.com

Phone:

+91-9899754958

Address:

Bali Nagar, New Delhi-15

Linkedin:

[linkedin.com/in/kajal-malik-a4618268](https://www.linkedin.com/in/kajal-malik-a4618268)

SOFT SKILLS

Strong Work Ethic

Self-starter and adaptable

Organized

Detail-oriented

Team Player

TECHNICAL SKILLS

Financial modelling

Data analysis and decision making

MS Office including ppt

Valuation course from ICAI

Affluent in Oracle, Hyperion, Flash

Reporting tool

EDUCATION

CA

ICAI 2006 -10 (1st attempt)

| | | |
|----------|--------|-------|
| CA Final | Nov 10 | 52.6% |
|----------|--------|-------|

| | | |
|--------|--------|-------|
| CA PCE | Nov 08 | 60.5% |
|--------|--------|-------|

| | | |
|--------|--------|-------|
| CA CPT | Nov 06 | 76.0% |
|--------|--------|-------|

B.Com (H)

Daulat Ram College, University of Delhi 2006-09

ARTICLESHP

- 3.5 years of article ship

- CA Anil Kumar Goyal, Sirsa (HRY) - 22 months

(Incl Secondment under M.L. Puri & Co., CP, New Delhi

- M/S Deepak & Herry, New Delhi - 20 months