

Nehal Aggarwal

WORK EXPERIENCE

JONES LANG LASALLE (JLL)

Senior Manager (Operations Lead) – Revenue Recognition

Manager – Revenue Recognition

(2 Years 10 months)

October 2022 – Present

December 2020 – September 2022

Roles and Responsibilities

- Leading a **team of 10+** professionals including CAs ranging from Senior Analysts to Managers
- Responsible for **reviewing & approving** deals above **USD 400k** globally
- Contract analysis** for complex lease transactions to determine appropriate revenue recognition treatment
- Performing **Gross vs Net assessment** for contracts with customers
- Contract Asset and Account receivables** classification as per US GAAP
- Collaborated with cross-functional teams such as legal & project management to **review and draft contracts**
- Identifying process gaps, suggesting and implementing changes in the O2C module in ERP/ CRM tool
- Work closely with internal, statutory & group **auditors** to facilitate audit process and address audit findings
- Performed monthly & quarterly **revenue analysis**, identified **trends** and presented findings to management
- Conducted regular reviews of revenue recognition processes to identify areas for **process improvement** which resulted in the **saving of ~700 man-hours** annually
- Developed & implemented the **Subsequent Revenue Process** to correctly record each quarter’s revenue for deals submitted in subsequent quarters; The Model is now being adapted in the APAC and EMEA Regions
- Played a key role in resolving revenue recognition-related disputes with clients and stakeholders, preserving positive relationships and minimizing financial risks
- Impart revenue-related **training & guidance at Global level** to brokers, broker admins and controllers
- Initiate & perform **employee engagement** activities such as team building, training, mentoring & motivating
- Drafted and developed an **online course** on Revenue Recognition on Internal Learning Management System

Rewards and Recognitions

- Awarded ‘**Business Superstar – Team**’ & ‘**Stakeholder Delight**’ award for effective **Change Management**
- Recognized as a ‘**People Focused**’ manager for Mentoring, Motivating & Supporting my team
- Won **five ‘Client-Centric’ Awards** for successful month-end closings & effective stakeholder management

DELOITTE INDIA

Deputy Manager, Assurance

(1 Year 9 months)

February 2019 – November 2020

- Handled complex accounting issues around revenue, financial instruments, business combination, employee share-based payments and leases for several Indian Large Enterprises
- Implementation of revenue recognition standard (**IFRS 15 and ASC 606**) including contract analysis
- Worked on streamlining the **Record-to-Report process** of a large listed multinational organization
- Received ‘**SPOT**’ award by an Australian bank for exemplary commitment in **FP&A** while working on-site
- Awarded ‘**MOVE THE DOT**’ for performing due diligence of **1000 properties in 4 days** for a listed entity
- Prepared financial statements along with disclosures under various GAAPs

KPMG

Consultant, Accounting Advisory Services

Associate Consultant, Accounting Advisory Services

(2 Years 5 months)

April 2018 – February 2019

October 2016 – March 2018

- Ind AS115 / IFRS 15 and Ind AS 116/ IFRS 16 impact assessment
- Preparation of schedules and financial statements, ensuring compliance with GAAP and ASC 606
- Preparation of Ind AS impact assessment report covering accounting & disclosure requirements analysis
- Awarded ‘**KUDOS**’ for compiling large volume of data used for computation of Ind AS impact for a PSU

EDUCATION

Year	Qualification	Institution	Percentage
2017	Diploma in IFRS	Association of Chartered Certified Accountants (ACCA), UK	69.00%
2017	Post Graduate Diploma in Business Management (PGDBM)	Centre of Distance Learning, Institute of Management & Technology, Ghaziabad (CDL-IMT)	69.40%
2016	Chartered Accountant (CA)	Institute of Chartered Accountants of India (ICAI)	61.50%
2013	Bachelor of Commerce (Honours)	Janki Devi Memorial College, Delhi University (DU)	74.59%
2010	Senior Secondary (Class XII)	Delhi Public School Ghaziabad (CBSE)	93.20%
2008	Secondary (Class X)	Delhi Public School Ghaziabad (CBSE)	92.20%