

# 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](mailto:cakkajal@gmail.com)

#### Phone:

+91-9899754958

#### Address:

Bali Nagar, New Delhi-15

#### LinkedIn:

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



### ARTICLESHIP

- 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