



# NEERAJ SHARMA

## CONTACT

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12/20/1987

## SKILLS

- Thought Leadership
- Financial Analysis
- Financial Modelling
- Controllership
- General Accounting
- Taxation
- Treasury operations
- Stakeholder Management
- Team Management

## PROFESSIONAL SUMMARY

A qualified **Chartered Accountant and Company Secretary**, having close to **13 years of experience in Finance business partnering, FP&A, Accounting** function. Dynamic and results-driven leader with exceptional interpersonal skills, adept at developing and nurturing strong relationships, motivating teams, and guiding projects to successful fruition. Demonstrated expertise in strategic project management, overseeing transitions, stabilizing operations, and driving continuous improvements. Known for inspiring collaboration and consistently surpassing business objectives.

## EXPERIENCE

August 2023 – Present

### **Senior Manager FP&A**

Transaction Network Services Communications India Private Limited, Noida, Uttar Pradesh (**Fully owned subsidiary of Koch Industries**)

- Led India FP&A operations and served as the finance business partner to the India business leadership team.
- Spearheaded the annual budgeting process, including forecasting/reforecasting, variance analysis aligning with company goals and objectives.
- Implemented new financial reporting matrix and processes to streamline reporting efficiency and accuracy. Such as project time tracking.
- Collaborated with cross-functional teams to identify cost-saving opportunities and drive continuous improvement initiatives, resulting in a 10% reduction in contingent worker and other operating expenses.
- Advised Senior Executive leadership on various financial matters, including project costing, attrition, cost per FTE, Benchmarking.
- Participated in resource planning activities with primary focus on staff augmentation for upcoming projects, hiring strategies.
- Ensured that the organization is in compliance with all relevant financial regulations and reporting requirements, including tax, accounting, and auditing standards.

January 2021 - August 2023

### **Finance Manager**

Koch Business Solutions India Private Limited, Bangalore, Karnataka (**Fully owned subsidiary of Koch Industries**)

- Spearheaded the Finance & Accounting function for Koch Bangalore GCC, A

## KEY PROJECTS

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- Rate card Analysis.
- Project Time Tracking
- Finance Retainer Billing
- Cost/Benefit Analysis
- Cost optimization strategies
- Journal Entry Rationalization
- Reconciliation Standardization
- Oracle ERP Upgradation
- Journal Approval Workflow
- Rationalization of Bank accounts

3000 FTE organization.

- Managed Budgeting/Forecasting for the shared serviced center
- Provided strategic counsel to center executive leadership on pricing, customer behavior, benchmarking, and various other quantitative and qualitative aspects.
- Led change management initiatives pertaining to pricing strategies, stakeholder management, and customer expectations.
- Conducted thorough variance analysis at cost center/customer level.
- Offered valuable insights to capability leaders on various finance aspects in such as spend by customer, cost by capability, value bet and overall PnL.
- Oversaw cash flow and working capital requirement for the India Center.
- Directed the accounting function for the Indian entity, including month-end close, Balance Sheet reconciliation, and Audit support.
- Led financial and operational governance with Local and Global stakeholders.
- Tracked bets and maintained a Value creation register.
- Participated in various site/center level initiatives such as Early Talent Program, Campus hiring, Fast forwarding company's culture and values (Principle Based Management)

October 2015 - January 2021

### **Manager Finance Operations**

Meredith India Services Private Limited, Bangalore, Karnataka

- Led a Finance RTR team for Consumer Marketing group. Primary Job responsibilities included:
  - Close management & Optimization
  - Balance Sheet review & Analysis.
- Accounting for change in revenue recognition standard 606 - Worked closely with the technical accounting team to enforce the change MGT concerned with Magazine subscription from Issue to on sale date. Revisited the contract to analyze Agent/Principal relationship between with the business partner.
- Divestiture Accounting Assisted in defining the accounting norms/guidelines post divestment of a particular segment. Lead the accounting team who continued to book keep the records during the TSA (Transition Services Agreement) period.
- Accounting for Corporate Restructuring Worked with the Controller's group on accounting for entities that were set to be liquidated. Was responsible to close all the accounting event, Branch operational document concerned with its existence from a liquidation standpoint

May 2014 - October 2015

## EDUCATION

- **Chartered Accountant, 2011** – The Institute of Chartered Accountants of India
- **Company Secretary, 2012** – The Institute of Company Secretaries of India
- **Bachelor of Commerce, 2009** – University of Rajasthan

## Lead Assistant Manager

Exl Services India Private Limited, Bangalore, Karnataka

- Responsible for on time delivery of monthly general accounting services.
- Strict Adherence to SLA's as agreed and on-time delivery of services. Ensuring team is engaging with internal and external stake holders for adequate information for critical book closure.
- Balance sheet and profit and loss account review on a monthly basis for accurate financial reporting.
- Review and approve various charges and monitor AP close to ensure all the Inter-company related transactions are completed in time. On time co-ordination with IC counter parts for resolving any disagreements
- Bridge gap between various departments using technical and financial knowledge to work closely and effectively to meet up expectations and provide value services.
- Passionate in developing professional relationships with internal and external stakeholders

September 2011 - April 2014

## Business Finance Manager

Narayana Hrudayalaya Private Limited, Bangalore, Karnataka

- Responsible for managing, reporting financials and provide financial analysis and forecasting for Mazumdar Shaw Medical Centre (A 500 bedded Multiple specialty Hospital of Narayana Health Group).
- Budgeting and forecasting in consulting with various departmental heads
- Analyze the revenue matrices at patient type, department and corporate level and provide valuable insights to the leadership.
- Calculate and analyze the monthly payout of individual consultants based on the customer profile mix.
- Creation of Revenue Dashboards to analyze the topline performance across various specialties.
- Maintenance and revision of the Hospital Rate Master
- Progressive involvement in implementation of Hospital Information system and providing functional expertise to obtain reliable information.
- Involved in multiple projects and addressing the financial implications and providing financial projects to the Management.
- Participated in the ERP transition from Tally to Oracle E Business Suite.
- Preparation of Agenda and organizing the board meeting in regular intervals and presenting financial statements.
- Documenting minutes of meeting and sending across to concerned stakeholders with action points