

PERSONAL DETAILS

 nipunwadhawan@gmail.com

 +91-8860128888

 Gurgaon

 Valid US Business Visa:
U1023219, Aug'23 to Aug'33

EDUCATION

 MBA (Finance & Marketing), N.C College of Engineering, 2007

 Bachelor of Commerce (B.Com), Kurukshetra University, 2005

CORE COMPETENCIES

Revenue Assurance and Optimization



Contract Management and Negotiation



Financial Strategy and Planning



Business Revenue Management



Budgeting and Forecasting
(Suggestions and Analysis)



Automation in Business Operations



Financial Reporting and Analysis



Compliance and Risk Management



Stakeholder Engagement



Process Improvement



Strategic Partnerships



Budgeting & Forecasting



Revenue Control & Assurance



Cost Control



TECHNICAL SKILLS

 SAP

 SAP Fieldglass

 SAP Ariba

 MS Dynamics

 COUPA

Nipun Wadhawan

Corporate Finance Leader | Revenue Assurance Specialist | Strategic Financial Planning

Associate Director Finance & Revenue Controller with outstanding success in spearheading strategic business operations in Revenue Assurance, Revenue Accounting, Client Invoicing, and Project Management; targeting strategic roles in corporate finance to drive revenue growth and ensure financial compliance with an organization of high repute in Delhi/NCR.



PROFILE SUMMARY

- ❖ Offering over 17 years of extensive experience in corporate finance, specializing in revenue accounting and assurance across diverse industries.
- ❖ Currently leading the finance and revenue control department at Incedo, responsible for supervising revenue accounting for various entities and handling a revenue portfolio of \$178mn; identifying and mitigating revenue leakage risks.
- ❖ Implementing comprehensive revenue assurance frameworks and controls and optimize revenue streams and ensure financial accuracy.
- ❖ History of delivering substantial cost savings and revenue enhancements through meticulous financial management; recognized for outstanding performance, saving \$2.5 million for the company, leading to a promotion to Associate Director.
- ❖ Proficient in SAP, MSD Billing & Invoicing, ASC 606 compliance, and contract management.
- ❖ Experience of working onsite UK (London) as a part of Project support team; holds a U.S. B1/B2 visa and has worked on a work permit in Great Britain with extensive interaction with major clients, including Verizon LLC, US Bank, PNC Bank, Citi Bank, LPL Financials, British Petroleum Oil International Ltd, European Bank for Reconstruction & Development, KLM Airlines, Orica, Accenture, R. twinnings, Renaissance Capital, KLM, Euro copter, Wilkinson, Sanofi Aventis, Alere International Ltd, Service Birmingham, Deutsche Bank, Belfast City Council, Vangent, Lloyds Banking Group, GlaxoSmithKline, G4S.
- ❖ Administered End-to-end management of the order-to-cash process, ensuring accurate billing, project type adherence, and maximizing revenue without leakage.
- ❖ Conducting statutory audits and aligning resources to projects with accurate billing rates.
- ❖ Collaborating with BU heads, project managers, and team leads to ensure engineers book client timesheets regularly; reducing credit notes & invoice cancellations to maintain financial accuracy.
- ❖ Known for loyalty and stability, with long tenures at previous employers (7 years at first company and 9.8 years at the current company).
- ❖ Deep understanding of regulatory requirements and compliance in corporate finance with expertise in risk assessment and implementing robust controls to safeguard revenue integrity.
- ❖ Strong leadership abilities to guide finance teams and foster a culture of accountability and excellence; collaborative approach to working with different departments to align financial goals with business objectives.



WORK EXPERIENCE

Incedo | Since Nov'14

Growth Path:

Manager Revenue Assurance, Nov'14-Sep'17

Senior Manager Revenue Assurance (Level A), Oct'17-Jul'20

Senior Manager Revenue Assurance (Level B), Aug'20-Sep'23

Associate Director Finance & Controller Revenue Assurance, Since Oct'23

Role as Associate Director Finance & Controller Revenue Assurance:

- ❖ Revenue Management: Head of Revenue Accounting for Incedo entities in the US, Canada, Mexico, and India, managing a revenue portfolio of \$178 million.
- ❖ Compliance and Assurance: Ensures client invoicing and revenue assurance in compliance with ASC 606, achieving 100% revenue assurance with no leakage.
- ❖ Awards: Recipient of the Innovation Customer Excellence award from the Incedo CEO.
- ❖ Cash Management: Directed and managed cash savings and collections, achieving ~\$2.15 million in savings and ~\$2 million in collections for CY 2023.
- ❖ Audit Leadership: Led internal and statutory audits for revenue streams, successfully completing 4 statutory audits with no revenue discrepancies.
- ❖ DSO Management: Direct coordination with clients to resolve issues on delayed payments, implementing actions to reduce DSO at both client and firm levels.
- ❖ Client Coordination: Regularly coordinates with clients on invoicing, client portal, documentation, and revenue assurance, with consistent reporting of unbilled AR and deferred positions.

Highlights as Senior Manager Revenue Assurance (Level B):

- ❖ Revenue Accounting Leadership: Headed revenue accounting for Incedo's entities in the US, Canada, Mexico, and India.

NOTABLE HIGHLIGHTS

Implemented Time Sheet Management System across SDC, improving tracking and efficiency.

Gained Six Sigma exposure, enhancing process improvement skills.

Developed and implemented the BRQ system in SBU for better billing control.

Ensured timely renewal of contractual services, leading to continuous inflow of annual recurring revenue.

Received the Innovation Customer Excellence Award from Incedo CEO for outstanding performance.

- ❖ **Revenue Management:** Managed a revenue portfolio of \$150 million.
- ❖ **Operational Role:** Oversaw client invoicing, order-to-cash processes, and contract management.
- ❖ **Revenue Assurance:** Ensured 100% revenue assurance with no leakage.
- ❖ **Awards and Recognition:**
 - Received the Innovation Customer Excellence award from the Incedo CEO.
 - Awarded by the Incedo CEO for achieving \$378k in revenue assurance.
- ❖ **Debt Recovery:** Recovered approximately \$2 million previously provisioned for bad debts.
- ❖ **Cost Savings:** Saved \$250K through onsite leave computation optimization.
- ❖ **System Implementation:** Played a lead role in the successful implementation of MS Dynamics for the accounts receivable function.

Highlights as Senior Manager Revenue Assurance (Level A):

- ❖ **Leadership in Revenue Management:** Directed revenue operations for Incedo US, Incedo Canada, Incedo Mexico, and Incedo India, managing a total revenue of \$150 million.
- ❖ **Operational Excellence:** Oversaw client invoicing, order-to-cash processes, and contract management, ensuring 100% revenue assurance with no leakage.

Awards and Recognition:

- Received the Innovation Customer Excellence award from the Incedo CEO.
- Recognized by the Incedo CEO for achieving \$378k in revenue assurance.
- ❖ **Debt Recovery:** Recovered approximately \$2 million previously provisioned for bad debts.
- ❖ **Cost Efficiency:** Saved \$250K through optimization of onsite leave computation.
- ❖ **System Implementation:** Played a lead role in the successful implementation of MS Dynamics for the accounts receivable function, leveraging enriched experience with MS Dynamics since December 2019.

HCL Technologies Ltd. | Jul'07-Aug'14

- ❖ **Revenue Assurance Expertise:** Contributed to the Revenue Assurance team for the EAS Horizontal at HCL Technologies Ltd.
- ❖ **Comprehensive Operational Skills:**
 - Conducted end-to-end operations for IT companies, including generating customer contracts and orders, invoicing, and revenue assurance under US GAAP accounting.
 - Experienced in controlling, analysis and reporting in MIS, cost control, budgeting, forecasting, and system evaluation.
- ❖ **Process Implementation:**
 - Handled the overall functioning of processes in line with pre-set guidelines.
 - Created and managed master data for customers in an SAP R/3 environment, with 6 years of experience in SAP billing and master data creation (SD Module).
- ❖ **Interpersonal and Organizational Skills:** Team management and customer relationship management abilities; Played PMO roles with a focus on effective project management and coordination.
- ❖ **Project Migration Success:** Successfully migrated a reporting, planning, and analysis project from the UK, involving the internal trade of British Telecom for its Global Services unit.

Role Across Tenure:

- ❖ **Reporting:** Conducted project-specific revenue and cost analysis, prepared and consolidated financial and regulatory reports, and analyzed financial results, business revenue, variances, project profitability, margins, resource utilization. Conducted reviews with LOB/SBU heads.
- ❖ **Revenue Control & Assurance:** Coordinated with business unit heads to ensure timely billing and revenue accuracy, prepared revenue variance analysis, controlled un-accrued revenue and provision entries, and implemented corrective measures to prevent revenue leakage.
- ❖ **Cost Control:** Advised PMs and SBU heads on cost prevention strategies, including SLA, utilization, and overrun provisioning.
- ❖ **Budgeting & Forecasting:** Prepared yearly budgets for the SBU, tracked and controlled RFS (Rolling Forecast Systems) monthly, and prepared revenue outlooks.
- ❖ **SAP Billing & Invoicing:** Managed time and expenses billing in Excel and SAP, invoiced billable resources, controlled FPP (Fixed Price Project) sheets, created T&M, fixed price, and RFB invoices in SAP, and set up rate cards, contracts, projects, and GLs.
- ❖ **Month-End Closing Activities:** Ensured consultant time entries were approved and posted in SAP, created rate cards, contracts, SOWs, and POs as per contract dates to prevent revenue loss, maximized invoicing, coordinated delivery to clients, and generated WIP reports.
- ❖ **Contract Management:** Maintained MSAs, SOWs, PO, CRs, MRs, SRs, and tracked all financial clauses.
- ❖ **Project Management:** Delivered and implemented SAP projects per scheduled milestones, monitored development activities, reported progress, ensured compliance with service level agreements, and served as a single point of contact for post-sales customer transactions.
- ❖ **Key Responsibilities:** Acted as a liaison between delivery and finance teams, ensured correct service invoicing in ERP (SAP R/3), conducted knowledge transfer in the UK (London), implemented systems offshore (Noida), prepared monthly finance reports on unearned revenue and revenue variance, approved resource assignments ensuring synchronization with SAP, analyzed and resolved issues in project profitability reports, and reviewed P&L for low-margin accounts.
- ❖ **Main Responsibilities:** Managed revenue recognition, billing, invoicing, PO tracking, project setup, master data in SAP, and controlled £10 million in revenue for major HCL Axon SAP clients in Europe.
- ❖ **Business Planning & Analysis:** Produced MIS reports for finance on utilization walk, revenue tracker, short/excess billed details, revenue variation, and provided detailed MIS reports to BU heads on unbilled cases, fresher utilization, and account-wise profit summary.
- ❖ **Project Management Activities:** Addressed financial and resource-related issues with BU heads, tracked and managed POs, handled project systems for two SBUs (GOVT+ & HTM), controlled ECMP SBU project systems, and worked with SAP Ecc 4.7, 6.0, and 7.0 (6 years of experience).



PERSONAL DETAILS

Date of Birth: 6th August 1984

Languages Known: English, Hindi, Punjabi

Address: Gurgaon