

# Nehal Aggarwal

WORK EXPERIENCE			
<b>JONES LANG LASALLE (JLL)</b>		<b>(2 Years 10 months)</b>	
<i>Senior Manager (Operations Lead) – Revenue Recognition</i>		<i>October 2022 – Present</i>	
<i>Manager – Revenue Recognition</i>		<i>December 2020 – September 2022</i>	
<b>Roles and Responsibilities</b>			
<ul style="list-style-type: none"> <li>▪ Leading a <b>team of 10+</b> professionals including CAs ranging from Senior Analysts to Managers</li> <li>▪ Responsible for <b>reviewing &amp; approving</b> deals above <b>USD 400k</b> globally</li> <li>▪ <b>Contract analysis</b> for complex lease transactions to determine appropriate revenue recognition treatment</li> <li>▪ Performing <b>Gross vs Net assessment</b> for contracts with customers</li> <li>▪ <b>Contract Asset and Account receivables</b> classification as per US GAAP</li> <li>▪ Collaborated with cross-functional teams such as legal &amp; project management to <b>review and draft contracts</b></li> <li>▪ Identifying process gaps, suggesting and implementing changes in the O2C module in ERP/ CRM tool</li> <li>▪ Work closely with internal, statutory &amp; group <b>auditors</b> to facilitate audit process and address audit findings</li> <li>▪ Performed monthly &amp; quarterly <b>revenue analysis</b>, identified <b>trends</b> and presented findings to management</li> <li>▪ Conducted regular reviews of revenue recognition processes to identify areas for <b>process improvement</b> which resulted in the <b>saving of ~700 man-hours</b> annually</li> <li>▪ Developed &amp; implemented the <b>Subsequent Revenue Process</b> 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</li> <li>▪ Played a key role in resolving revenue recognition-related disputes with clients and stakeholders, preserving positive relationships and minimizing financial risks</li> <li>▪ Impart revenue-related <b>training &amp; guidance at Global level</b> to brokers, broker admins and controllers</li> <li>▪ Initiate &amp; perform <b>employee engagement</b> activities such as team building, training, mentoring &amp; motivating</li> <li>▪ Drafted and developed an <b>online course</b> on Revenue Recognition on Internal Learning Management System</li> </ul>			
<b>Rewards and Recognitions</b>			
<ul style="list-style-type: none"> <li>▪ Awarded ‘<b>Business Superstar – Team</b>’ &amp; ‘<b>Stakeholder Delight</b>’ award for effective <b>Change Management</b></li> <li>▪ Recognized as a ‘<b>People Focused</b>’ <b>manager</b> for Mentoring, Motivating &amp; Supporting my team</li> <li>▪ Won five ‘<b>Client-Centric</b>’ <b>Awards</b> for successful month-end closings &amp; effective stakeholder management</li> </ul>			
<b>DELOITTE INDIA</b>		<b>(1 Year 9 months)</b>	
<i>Deputy Manager, Assurance</i>		<i>February 2019 – November 2020</i>	
<ul style="list-style-type: none"> <li>▪ Handled complex accounting issues around revenue, financial instruments, business combination, employee share-based payments and leases for several Indian Large Enterprises</li> <li>▪ Implementation of revenue recognition standard (<b>IFRS 15 and ASC 606</b>) including contract analysis</li> <li>▪ Worked on streamlining the <b>Record-to-Report process</b> of a large listed multinational organization</li> <li>▪ Received ‘<b>SPOT</b>’ <b>award</b> by an Australian bank for exemplary commitment in <b>FP&amp;A</b> while working on-site</li> <li>▪ Awarded ‘<b>MOVE THE DOT</b>’ for performing due diligence of <b>1000 properties in 4 days</b> for a listed entity</li> <li>▪ Prepared financial statements along with disclosures under various GAAPs</li> </ul>			
<b>KPMG</b>		<b>(2 Years 5 months)</b>	
<i>Consultant, Accounting Advisory Services</i>		<i>April 2018 – February 2019</i>	
<i>Associate Consultant, Accounting Advisory Services</i>		<i>October 2016 – March 2018</i>	
<ul style="list-style-type: none"> <li>▪ Ind AS115 / IFRS 15 and Ind AS 116/ IFRS 16 impact assessment</li> <li>▪ Preparation of schedules and financial statements, ensuring compliance with GAAP and ASC 606</li> <li>▪ Preparation of Ind AS impact assessment report covering accounting &amp; disclosure requirements analysis</li> <li>▪ Awarded ‘<b>KUDOS</b>’ for compiling large volume of data used for computation of Ind AS impact for a PSU</li> </ul>			
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%