

## Overview

Strategic and impact-driven Finance Leader with 19+ years of success in commercial finance, leadership, and enterprise-wide transformation across India, West Asia, and APAC. Proven track record managing ₹200Cr+ P&Ls, delivering ₹25Cr–₹50Cr in cost savings, and influencing ₹400Cr+ board-level capital decisions. Known for aligning finance with business strategy, enforcing regulatory and compliance rigor, and driving operational excellence across cross-border environments. Trusted by CFOs and CEOs for building high-performing teams (100+ FTEs) and embedding ESG-aligned governance to deliver sustainable business impact.

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## Career & Leadership Highlights

- Managed ₹200Cr+ P&Ls across India, West Asia, and APAC, delivering up to 18.4% YoY gross margin growth through pricing strategy, cost center restructuring, and commercial policy realignment.
- Drove ₹50Cr+ in cost savings via zero-based budgeting, vendor consolidation, and automation of finance operations across eight countries.
- Influenced ₹400Cr+ in board-level capital deployment by leading M&A due diligence, investment modeling, and enterprise-wide advisory.
- Reduced month-end close cycle by 40% (10 → 6 days) by deploying Power BI dashboards, SAP-integrated tools, and real-time variance reporting for CXO decision support.
- Built and led global finance teams of 100+ FTEs, embedding ESG metrics, improving compliance readiness, and delivering consistent audit success across regions

**Certifications:** Power BI (Microsoft), SAP FICO, Six Sigma Green Belt, ESG & Sustainable Finance (LinkedIn Learning), Digital Finance Transformation (Coursera), AI in Business Strategy (LinkedIn Learning).

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## Technical Skills & Tools

**Finance Systems:** SAP FICO, Oracle ERP, JD Edwards, Microsoft Dynamics

**Data & Reporting:** Power BI, Advanced Excel, Financial Modeling, Dashboarding

**Business & Ops:** Zero-Based Budgeting, Forecasting, Month-End Close, Pricing Models

**Compliance & Standards:** SOX, IFRS, Indian GAAP, ESG Reporting, Audit Readiness

**Others:** Vendor Optimization, Treasury & Liquidity, Capital Planning, M&A Diligence

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## Work Experience

**General Manager – APAC & India | CBRE | Based out of Mumbai, Delhi & Gurgaon**

**AUG 2018 – MAR 2023**

- Owned ₹200Cr+ P&L spanning 8 countries, delivering 18.4% YoY gross margin growth by realigning commercial policy, optimizing cost centers, and driving regional financial discipline.
- Generated ₹25.7Cr in recurring cost savings through vendor consolidation, procurement digitization, and finance ops automation— reducing overhead by 12.2% YoY and improving EBITDA.
- Reduced month-end close cycle by 40% (10 → 6 days) by deploying real-time Power BI dashboards, SAP-integrated cash flow trackers, and variance analytics for CXO-level decision-making.
- Led M&A financial due diligence and modeling for ₹412Cr+ in capital deployment, supporting strategic acquisitions and investment decisions across APAC.
- Enhanced ESG compliance readiness from 68% to 92% by embedding sustainability KPIs into financial processes and reporting structures.
- Directed regional finance teams (100+ FTEs), building a high-performance culture focused on accuracy, efficiency, and cross-border alignment.

**Senior Manager | Jones Lang LaSalle | India & West Asia | Based out of Mumbai**

**MAY 2016 – JUL 2018**

- Managed ₹150Cr+ regional P&L, delivering 15.2% YoY gross margin growth by restructuring SLAs, centralizing cost controls, and digitizing finance workflows.
- Drove ₹18.4Cr in recurring savings through vendor renegotiation, service tier redesign, and AP automation — reducing invoice turnaround by 40% and disputes by 70%.
- Built investment models that secured ₹80Cr+ in capital approvals with 25–27% IRR, enabling infrastructure upgrades and lowering payback to < 3.5 years.
- Strengthened audit and compliance readiness, reducing review cycle times and improving response rates across regional finance.
- Collaborated with regional ops and procurement leaders to align finance strategy with delivery models, improving cost governance and resource allocation.

**Finance Manager | Johnson Controls | Based out of Mumbai**

**OCT 2014– MAY 2016**

- Oversaw ₹100Cr+ in contract value for Deutsche Bank’s pan-India real estate operations, enhancing cost control visibility by 40% through department-level allocation models and unified financial templates.
- Reduced the audit closure cycle by 25% by streamlining documentation, automating cash flow forecasts, and strengthening compliance readiness.
- Acted as the strategic finance SPOC to APAC leadership, driving variance analysis, forecasting support, and performance reporting for executive decision-making.

- Improved inter-departmental collaboration between finance, legal, and ops to align budgets with service-level delivery and risk mitigation.
- Supported annual budgeting, cash planning, and client reporting — enabling more accurate planning cycles and stakeholder trust.

**General Manager | Kluh Management Services | Based out of Mumbai, Delhi & Bangalore**

**OCT 2009 – JUN 2014**

- Directed end-to-end finance operations for a ₹75Cr+ India subsidiary of a German multinational, overseeing treasury, payroll, statutory compliance, audit, and internal controls.
- Achieved 98% P&L reporting accuracy and strengthened fund flow management across India, while aligning reporting with German HQ standards.
- Reduced operational liabilities by 22% YoY by renegotiating vendor contracts, tightening credit controls, and enhancing payment discipline across functions.
- Improved audit readiness and compliance outcomes, cutting closure cycles by 30% and reducing external auditor findings.
- Acted as the primary finance liaison between India and global leadership in Germany and Dubai, ensuring transparency in financial planning, risk reporting, and regulatory disclosures.
- Built standardized monthly and quarterly reporting packs for senior stakeholders, improving executive decision-making speed and accuracy.

**Finance Manager | Embassy Group | Based out of Mumbai & Bangalore**

**MAY 2008 – SEP 2009**

- Managed ₹100Cr+ commercial leasing financials across India, improving portfolio profitability and reducing tenant risk exposure by 30% through lease structuring and financial due diligence
- Led monthly cash flow forecasting and audit readiness initiatives, improving liquidity planning and reducing compliance delays by 40%
- Developed financial models and occupancy cost analyses to support lease negotiations, renewals, and early exits
- Coordinated with asset management and legal teams to align finance strategy with commercial and risk objectives.

**Commercial Manager | Vodafone (Hutchison Essar South Ltd.) | Based out of Mumbai & Bangalore**

**APR 2006 – APR 2008**

- Managed commercial finance and profitability oversight for a network of 200+ channel partners and distributors across Western India, ensuring pricing accuracy, margin control, and SLA compliance.
- Collaborated with sales and marketing teams to design channel incentive structures, increasing partner engagement and driving 10–12% YoY revenue growth.
- Streamlined distributor claims, billing, and reconciliation processes, reducing payment delays by 30% and improving partner satisfaction scores.
- Implemented credit control policies and risk profiling for channel partners, improving collections and lowering bad debt risk.
- Supported regional leadership in business reviews, pricing strategy, and commercial negotiations with high-value distribution partners.
- Led cross-functional projects with IT and finance to digitize reporting for distributor performance and rebate tracking.

**Early roles in taxation, finance, and operations built a strong foundation for leadership**

## Education

**Master of Business Administration (MBA), Finance — 2003**

**Bangalore, India**

**Institute of Business Management and Research (IBMR)**

**Awards: Achieved A+ in Core subjects and completed with distinction**

**Bachelor of Commerce (B. Com)**

**Awards & Recognition :** ● Star Performer Award received for receiving 100% collections and no delays in Debtors, ● Awarded Best Performer for risk, compliance and audit queries ● Awarded Best Performer for timely vendor payments and zero escalation for MSME Vendors

**References will be shared upon request.**