**CA Rajkumar Pathak**

**Mobile:** +91 9377978778 **email :**[pathakrajkumar@hotmail.com](mailto:pathakrajkumar@hotmail.com/)

In pursuit of career enhancing opportunities as a

SENIOR FINANCE/ COMMERCIAL PROFESSIONAL

Offering nearly 15 years of comprehensive experience with expertise in managing the gamut of Commercial and Financial Operations in Pharmaceutical (Manufacturing), and Telecom (Service) industry

**AN OVERVIEW SKILL SETS**

* Performance Management of Commercial Operations including development and monitoring of operational **KPI for Branches / Plants and Reporting Units**.
* Possesses significant experience in Corporate Financial Management including development of **data analytics tools, budgetary controls, MIS and decision support systems.**
* Well versed in enhancing financial systems, processes and compliance management including establishment of internal controls under **ICFR** (Internal Control over Financial Reporting) **Framework**.
* Implemented **ERP systems** including testing, training and monitoring user performance.
* **Preparation for GST roll out** including impact analysis on business operations, profitability, systems and technology for a seamless transition to GST era.

**DETAILED SKILL SETS:**

**Performance Management of Commercial Operations**

* Experienced in charting out strategies and contributing towards enhancing production of Plant High value products achieving revenue and profitability.
* Heading the preparation of Operating Budget and monitoring thereof with actual and reporting of variances for Business Units / Plants. Identifying areas where costs can be reduced or efficiencies can increase.
* Performing Financial Reporting and Analysis for specific business units; ensuring reporting with KPIs to the management.
* Evaluating feasibility of new projects and supporting the BD team in this process.
* Doing need validation of Purchases and budget concurrence.
* Monitoring the capacity Utilisation of the Plants comparing the budgeted revenue vs achievement.
* Working out OH rate, comparison with budget and focusing the main elements to control the costs.

**Corporate Financial Management & Control:**

* Strategic & Financial Planning: Work with department managers to develop five year business plans.
* Budgetary & Financial Control: Championing the preparation of annual Opex and Capex budgets
* Fund Management
* Raising fund based and non-fund based facilities from financial institutions/PE/Investors like TATA. (Also arranged 150 crores loan from Bankers for Intas Bio Pharma).
* Capex Funding, Bank financing including buyers Credit, Letter of Credit, Bank Guarantee, Bill Discounting, working Capital Demand Loan, Cash Credit facility to manage short term funding requirement of company.
* Getting optimal audit rating from rating agencies. (CRISIL,CARE,)
* Handling all post sanction process.
* Developing and strengthening relationship with lenders/investors.
* Cash flow management

**MIS & Reporting**

* Periodic closure of books,
* Providing review notes on financials providing insight of the key variations.
* Preparation of financials & MIS
* Review and analysis of variance
* Executive brief to top-management.

**System and Process Improvement:**

* Close coordination with business heads and management and perculating the thought process in to results with proper coordination and alignment with USERs and down the line team.
* Providing support to team with strong analytical abilities with adeptness in formulating accounting systems, preparing accounting records and financial statements.
* Internal control review with the Management Audit Team and work upon key improving areas in System.
* Driving compliance of processes and ensuring that all the compliance gaps are closed in a time bound manner.
* Adherence with relevant Accounting standards and ensuring compliance of Direct and Indirect Tax laws.

**ERP implementation:**

* ERP JD Edwards (Oracle) : 2 implementations, Finance, Manufacture, Inventory, Sales & Distribution modules.
* Well-versed with FI-CO Module of ERP Software package SAP R/3.
* Accounting Applications : Tally 5.4 & 7.2, Quick Books & Focus.

**Preparation for GST roll out**

* Understanding of GST requirements
* Analysis of the impact on business and profitability with respect to pricing, tax incidence, registration, input tax credit, transition provisions
* Analysis of the existing ERP and discussion with the IT team on the required modification

**Employment History**

Currently associated with **Amneal Pharmaceuticals Pvt. limited (A subsidiary of US based MNC)** asGM Finance & Accounts, responsible for Injectable Plants, Ahmedabad since Nov'14

**Previous Employers**

**Wagh Bakri Tea (GTPPL)** as **GM - Head Commercial** - Since Jul’13 to Nov'14

**Reliance Communications Ltd**., as **Hub Business Commercial Lead** - Gj & Rj HUB, since Mar’08 –Till Jun’13

**Intas Biopharmaceuticals Ltd.**, Ahmedabad, as **Manager– Finance -** Since Mar’05 to Mar'08

**Mehta & Chaturvedi** (Chartered Accountants), Mumbai, **as Manager -** Since Jan’00 –Feb.’05

**Key deliverables**

* Responsible for finalization of Annual Operating Plans (AOP) for Injectable Business & Oncology Injectable business entity (Subsidiary of Amneal Pharmaceuticals Pvt. Ltd.).
* Responsible for monthly financial reporting and analysis for Injectable business & R&D units and ensuring reporting with KPIs to the US Team.
* Responsible of Finalization and Tax audit of Oncology arm – Amneal Oncology Pvt. Ltd.
* Product Costing, product contribution analysis & Transfer pricing and monthly Invoicing to US
* Ensure timely compliance with all statutory tax requirements, compilation & submission of reports.
* Monitoring and interpreting cash flows, ECB Utilisation as per expansion plans and predicting future trends for Injectable Units Oncology Injectable business entity (Subsidiary of Amneal Pharmaceuticals Pvt. Ltd.).
* Establish and implement a meticulous audit & review procedure for accounting surveillance and progress monitoring to ensure financial prudence in project execution.
* Ensuring timely filing of QPR and APR for SEZ Units at PharmaSEZ Ahmedabad and Hyderabad.

**Key contributions with Current Employer**

* Integral Member of Post-Acquisition integration team and responsible for processes, commercial and internal control integration
* Successfully lead the completion of Takeover process of Oncology Manufacturing Unit, Hyderabad, with reference to Financial & Legal Due Diligence report.
* Indicated wrong utilisation of ECBs (External Commercial Borrowings) in working capital with reference to master circular of RBI and corrected the process.
* Ensured the Excise and Sales Tax free purchases and Service Tax free services for SEZ.

**Significant Contributions with Previous Employers**

* Demonstrative excellence in formulating the project report of Celestial Biologicals Ltd. Solely actively involved in the feasibility audit by GITCO and got the project financed from the Axis Bank (Rs.144Cr.). **with Intas**
* Effectively handled the Survey of income tax department and reverted to all the queries. **with Intas**
* Alarmed the Internal Auditors and Management Audit Team (MAT) for stopping the revenue leakage, across the nation, of Bonus E recharge in Retail Wireless Business (Web World Business) **with RCOM**.
* 20% cost reduction for Enterprise Business and 25% Web World Business during fiscal year 2010-2011 in Gujarat and Rajasthan Circle **with RCOM**
* Involved in formulation and implementation of Wagh Bakri’s Chairman’s most ambitious Project Plan of Tea Lounge.
* Prepared and successfully implemented the MP Business Plan to capture the ground in MP and churning the customers from competitors.

**Reward & Recognition**

* While Leading, Gujarat Circle achieved **1st position 8 times in National LES** (Leadership Effectiveness Score).
* Awarded for excellence in the month of **June’09, Sep’09, Dec’09, March’10, Sep’10 and Dec’10, May’11, Aug’11 & Feb’12with RCOM**
* Considered for **back to back 2 SMP (Special Monetary Program)** by the Company, **with RCOM**

**Scholastics**

* CA (Chartered Accountant) from ICAI, Ahmedabad in year 2005.

**PERSONAL DOSSIER**

Date of Birth : 23rd June, 1976

Address : F 105, Abhilasha Complex B/H TVS Show room

Opp. Rahul Tower, Shyamal – Anandnagar Road, Satellite Road,

Ahmedabad- 380 015, Gujarat.

Languages Known : English, Hindi and Gujarati.