Valerian Kane

MANAGEMENT PROFILE: Deputy Manager (Order to Cash)

+91 8805236140

valleykane86@hotmail.com

Pune

Seeking challenging managerial assignments with a reputed organization to utilize acquired skills in accomplishing organizational growth objectives

Professional Summary

- Deputy Manager and Transition Expert (Project Management) with 10+ years of experience in Team Management and Order to cash (Accounts Receivable) along with Logistic and Supply Chain Management Activities across the industry
- Experience in cost reduction, revenue growth, and strategic financial decision-making, implementing internal controls, and improving processes.
- Effectively performed Leadership Roles with Complete Ownership of Managerial Functions as per core business objectives.
- Excellent Leadership Skills and Expertise in Order to Cash (Accounts Receivable & Reconciliation)
- Track record of success in formulating and implementing cost-effective strategies to deliver customized solutions and ensure compliance with global quality best practices.

Education

- Graduated Bachelors of Commerce from Vidhya Bhavan College Of Commerce – (2005 –2008)
- Currently Pursuing Post Graduation Degree in Management From MIT – (2023 – Present)

Career Timeline

- Hutchsion Global Services – (Nov 2007 – Aug 2011)
  Sr. Customer Service Representative.

- Honeywell Automation Ltd – (Mar 2012 – June 2014)
  Billing Administrator (Order to Cash)

- Sea King Industrial Ltd (Beijing – China) – (June 2014 – Jan 2017)
  Team Leader - OTC / Supply Chain Management / Logistics & Finance)

- Honeywell Automation Ltd – (May 2017 – April 2019)
  Credit Analyst - Order to Cash (Accounts Receivable & Reconciliation)

- Pro Star Exports Limited (Beijing - China) – (May 2019 - May 2020)
  Exports & Customer Manager OTC (AR) / Supply Chain Management / Logistics & Finance

- Johnson Control – (May 2020 – Sept 2023)
  Deputy Manager – Order to Cash (Accounts Receivable & Reconciliation)

Technical Skills

- MS Office Suite (Excel, PPT)
- SAP, Oracle,
- Citrix , Pronto, Iscala

Key Responsibilities Across Career Span

Leadership Skills:

- Managing and Supervising the transformation journey of the largest China & India based logistics client's Business Operation and Finance, Accounting verticals for country specific process (6+ Countries).
- Strategic financial decision-making and Implemented various process improvement initiatives in Finance for cost reduction, revenue growth, cash flow and improvement in financial processes.
- Leadership to lead teams across various project work streams and taking accountability to reduce the accounts in Provision Buckets.
- Identified KPIs and developed strategies to enhance cost reduction, revenue growth and Cash Flow.
- Managing, training and motivating employees to achieve targets and business goals.
- Managing customer escalations by complete Root cause Analysis and reconciliation.
- Initiation Quarterly & yearly appraisals and attending to Employees Problem to maintain a low level of attrition.
- Managing client and internal stakeholder requirements by attending calls and preparing and sending Daily, weekly and Monthly reports.

Business Process Improvement:

- Conceptualized and rolled out Idea for cost reduction, revenue growth, and improvement in financial and working processes.
- Driving continuous improvement projects, Brainwave ideas, Kaizen to improve current process performance.
- Completed 7 improvement projects in the first phase to secure a benefit of man-hours.
- Changed and Improved SOP's to reduce the working time and provide customer satisfaction.
- Worked on adherence to defined SLAs, SOP processes to improve the risk perspective and continuous reduction in errors and customer escalations.
- Working on Bottom Teams and Bottom performers to bring them up along with the Team to achieve Business Goals.
- Implemented various process improvements aimed at optimizing costs, enhancing productivity and profitability

- Implemented Changes in Team and Individual KPI to achieve and meet the Year end Revenue Target and Maintain the Cash Flow.
- Implemented process Change to reduce Disputes, Payment application issues and Collections Issues.
- Actively involved in internal meetings/client meetings/customer reviews/stakeholder meetings from performance & CSAT improvement perspective
- Connected with Automation team to implement and change thing to reduce time and Cost for business and reduction in Task completion time.
- Improved productivity by conceptualizing and implementing Different methods of working.

Business Analytics and Intelligence:

- Analyzing data to identify trends, patterns, and root causes to Make data-driven business decisions based on insights

- Plan, coordinate, and supervise all activities related to the Accounts Receivable, Cash application and implementation of organizational reporting and analytics

- Discovered process with measurable, repeatable, predictable transactions and tap the opportunity for improving efficiency by rolling out transformation initiatives aimed at standardization with Process Automation.

- Work with teams across business functions to understand challenges and design data driven solutions to optimize and improve performance. Use data to identify gaps and opportunities across business functions

- Streamlined analysis of performance metrics and processed organizational data for business analytics initiatives as part of Business Change and Data Quality Management

- Translated business requirements into meaningful KPIs and standardized reports/applications to monitor and drive the business

- Collected organized, analyzed and interpret data and statistical information to extrapolate behavior and patterns from the data that will provide innovation direction and value addition to the Business.

- Enhance existing applications by analyzing business objectives, identifying areas for modification and Improvement.

- Interact and communicated effectively with all levels of staff, senior management and clients/stakeholders and enhance existing applications by analyzing business objectives, identifying areas for modification and improvement

- Interact and communicate effectively with all levels of staff, senior management and clients/stakeholders

Operations and Team Management:
- Coordinated with the concerned stakeholders in the targeted change strategies including identification of change impacts to people, process, policy, and structure
- Driving Collections and Handling Disputes and Reconciliation of accounts.
- Performance Evaluations for Yearly Performance for team Members.
- Spearheaded initiatives to reduce operational cost, and data-driven decision-making for achieving Quarterly and Yearly Business Targets
- Manage staff, control costs, and maintain high quality and productivity standards to ensure everything runs smoothly
- Enabled operation managers in implementing self-governance and minimize leakages in processes. Interacted with the front-line process owners, Delivery Leads / Functional Leads based on the operational and project requirements
- Worked with managers oversee team expansion, hiring, engagement and other team functions.
- Formulating strategy, improving performance, procuring material and resources and securing compliance.

Projects
- Completed and Managed 8 Projects (6 Transitions and Project on Dispute and Past Due)
- Improve client working capital: Project designed to reduce Past Due Percentage for Provided services (Accounts Receivables) from 4.8% to 1.4% by implementing the automation methods of Working (SOA & Letters) and reduced time for Activities.
- Successful completion of Project on PD Reduction and Increase in Collection Month on Month to Achieve Yearly Business Targets.
- Project on Automation activities to deliver excellent outcome to achieve business objectives and Goals.
- Project on SLA and Customer Escalations to maintain Customer relation.
- Project on Process Improvement of Accounts receivable Dunning Letters and
- Project on Cash Application to decrease the Provisions and errors, and to improve the payment application process.

Personal Details
Nationality: Indian

Joining: Immediate Joining