**Deepak Kejriwal**

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* A qualified Chartered Accountant, with more than 28 years of experience in Hindusthan group .
* Currently working as Managing Director of a BSE listed Company ( Turnover – 500 + crores ).
* Commercial ,supply chain management, Finance/Working capital Controlling, Annual and Monthly Budgeting and Forecasting, Banking, Finalization of Financial statements, Legal compliances, overall commercial including procurement of Key Raw materials .
* Streamlined and converted a loss unit into profitable one .
* Streamlined greenfield project and stabilised in the competitive market .
* SOP and SAP Implementation
* Involved in Key and strategic decision making required in day-to-day business operations
* Well familiar with month end closing environment, Budgeting & Financial Reporting.

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_CORE COMPETENCIES\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

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| --- | --- |
| Business Management | Commercials of Power, Manufacturing, Electrical company , warehouse management and chemical business ( Insulators, Conductor, and Epoxy plants ) |
| Budgeting & Forecasting | Variance Analysis |
| Liasoning with Credit rating agencies | Working Capital Management |
| Statutory Compliance | Financial Controlling & Reporting |
| Treasury Management | Team Handling |
| Commercial function | Coordination between production and marketing |

**THE JOURNEY SO FAR**

*Managing Director- Hindusthan Urban Infrastructure Ltd. (HUIL)*

***2016 onwards***

* Ensuring smooth running of all businesses and further paving path for sustainability

and growth

* Overall Commercials
* Working Capital Management in close co-ordination with our Bankers
* Ensuring all statutory compliances for smooth running of operations
* Managing credit rating agencies
* Addressing queries of shareholders & Directors in AGM & Board meetings
* Finalization of Annual report for all stakeholders

*Managing Director - Hindusthan Speciality Chemicals Limited (A subsidiary of HUIL)*

***2016 onwards***

* Monitoring purchase of critical components and coordination between production & marketing
* Cost optimization in freight, packaging, raw material, store and spares items
* Raw material purchase, vendor selection & ensuring seamless flow of material from ports to plant
* Monitoring over core team for reducing utility cost to ensure better gross margin & setting up a new coal boiler and research and developement centre
* Integration of systems and processes to drive efficiency

*Managing Director - IEC (A division of Hindusthan Urban Infrastructure Ltd. (HUIL))*

***2018 onwards***

* Budgeting & Forecasting plan of business
* Analysis of monthly, quarterly, half yearly and annual financial statements
* Strategic alignment of manpower in close co-ordination with Human Resources Department
* Maintaining the credit rating of the firm through strict financial control
* **Worked in close co-ordination with Production Team & other stakeholders to reduce rejection rate**
* Annual budgeting done in close co-ordination with all the departments which led to significant cost optimization
* Complete turnaround of a loss-making unit to a healthy one through financial measures.

*Managing Director – Warehouse Business Hindusthan Urban Infrastructure Ltd. (HUIL)*

***2016 onwards***

* Finalization of BOQ and final purchase order/agreements with civil, PB suppliers and other contractors for construction activity of warehouse
* Forecasting of leasing and payback period
* Monitoring of the occupancy of the warehouses and its smooth functioning
* Arrangement of fund for construction from bank ( LOD) and group companies

*Executive Assistant to Chairman – Hindusthan Group*

* Financial review of business (epoxy, conductor, insulator, warehouse) along with periodic review by visiting the plants
* Key person in designing organogram, reviewing manpower productivity and measuring impact of management initiatives

BRIEF PARTICULARS

Myself, Deepak Kejriwal, age- 55 years, currently living in Faridabad ( Delhi NCR)

1. I was born and brought up in Rajasthan (in a Marwari family). I have completed my primary education (secondary and senior secondary) from Rajasthan. Thereafter, i did my BCom from University of Rajasthan.

1. After completion of BCom I started pursuing chartered accountancy from Delhi. I completed my articleship from Singhi and Company, thereafter I worked as a paid assistant to KN Gutgutia and Company at Rajendra place, New Delhi.
2. I passed by CA in February 1996 and joined Indian Aluminium Company LTD as a management trainee in February 1996. During this period, I worked in various departments like Commercial, Accounts, Finanace, Administration, Taxation and Supply chain management and got ample exposure and experience.
3. After a year, in 1997, I was promoted to Assistant Manager, Accounts and administration and worked in accounts department.
4. After two years, in 1999, I was promoted to Manager, Accounts and administration and looked after accounts, finance, administration and logistics.
5. Thereafter after 3 years, in 2002, the company name changed to Hindusthan Vidyut Products LTD. And i was promoted to Assistant Vice President, Commercial. I was looking after accounts, finance, commercial matters like purchase of key raw materials (aluminium and steel/ copper ) during this period and was also responsible for supply chain management.
6. Thereafter after 4 years, in 2006, i was promoted to Vice President, Commercial and was responsible for all commercial matters along with coordination between plant, marketing and commercial aspects of the company.
7. Then after 5 years, in 2011, company’s name changed to Hindusthan Urban Infrastruction LTD. And i was promoted to Chief FInancial Officer and was responsible for all financial, commercial, administrative, taxation, and logistic aspects along with coordination between all conductor plants situated at Bhubaneswar, Guwahati and Gwalior. In this period, I also got experience of setting up a new plant at Guwahati and Bhubaneswar. The company closed the cable division at Faridabad and set up a warehouse business instead and so i gained further experience in the same.
8. After 3 years, in 2014, I was promoted to Chief Operational Officer (COO). I was looking after all operational activity of conductor plants and achieved highest production and highest turnover during my tenure.
9. After 2 years, from 2016 till date I am The Managing Director of The Hindusthan Group, and looking after the following business

* Insulator business, under Hindusthan group flagship, we took over the business from our group companies and turned around the profits of these companies which were earlier in loss. This plant is situated in Bhopal, Madhya Pradesh. In this plant, we manufacture insulator of higher rating like solid core insulator upto 400/765 Kva, railway insulator and hollow and Long rod insulator. We supply to all utility, state electricity board, railways and EPC (Seimens, LnT, ABB, GE, CGL etc)
* Conductor business, we have three conductor plants, out of which two plants were shut due to heavy competition and abnormal price surge in aluminium. We switched over this business to chemical division and set up a new plant in Gujarat for epoxy manufacturing.
* Epoxy business, we have set up a greenfield project at Jhagaria, Gujarat. Total investment cost of this plant is 450 crores. We manufacture solid epoxy, liquid epoxy, value addition products (formulations) and retail segment products (hardener and epoxy ) under the brand name BOND ONE. Our main competitors are Graseem industries ( epoxy division) and Atul chemical LTD. Our raw materials are imported from Thailand, China, Korea (BPA and ECH)
* Warehouse business, we are setting up a warehouse logistic park in 20 acres of land at Faridabad near Badarpur border . Our main customers are E commerce companies like Grofers, Delhivery, Superdeli, Reliance daily.

11. I am fully responsible for profit and loss account of the company and its growth as mentioned above. I frequently travel to all our customer/vender of IEC ( with marketing team ) and when I’m not travelling in sit in the Insulator plant at Bhopal.

BRIEF PARTICULARS ABOUT THE COMPANY ( HINDUSTHAN URBAN INFRASTRUCTURE LTD)

This company under Hindusthan group flagship and promoter R.P. Mody and chairman Raghavendra R. Mody, grandson of R.P. Mody, This is a Calcutta based family that has had ownership over this group for 60 years. It is a vertical type business dealing in Power sector, chemical, metal, jute, warehousing and education.

My strengths are commitment to the job, availability and team work and leadership.

PERSONAL AND FAMILY BACKGROUND

My wife is a housewife. I have a daughter who has completed her MBBS from lady Harding medical colleg. I have a son, who is pursuing engineering in Computer science from VIT vellore. My father is retired and My mother is a housewife.

**ACADEMIC ACHIEVEMENTS**

* A member of Institute of Chartered Accountants if India since 1996

**EXTRA-CURRICULAR ACTIVITIES**

* Motivational speaking & investing.