

Gouri Shankar Dalal

IIM Ranchi (IB & CM), CA, CS, B.Com (Hons.)

Responsibilities & Achievements

AVP-Group FP&A & IR, TATA Realty, (Real Estate) - Mumbai, Maharashtra India

Jan'23-Jul'25

- Preparation of Annual Operating Plans & Long term Business plans; Handling Investor relations (PE Funds-**Actis** & Tata sons)
- Lead Performance reviews/dashboards for Board meetings & TATA sons- Monthly, Quarterly & Annual P&L outlooks
- Evaluation of Business models for new project Investments; Evaluation of fresh Leasing proposals for commercial vertical
- Impairment assessments & handling Valuations; Review of Project cash flows/expenses
- Finalization of Quarterly/Annual Incentives for Sales, Marketing, CRM & Senior Leadership teams
- Promoted from General Manager to AVP within 1 year for outstanding performance & delivering key projects under pressure
- Led acquisition of assets worth INR 4000 MN by engaging with M&A teams of 10+ listed entities & closing Valuation gaps
- Driven sale of asset INR 200 MN - engaged with clients & brokers handling end to end deal: Preparation of IM - deal execution
- Review of shareholding agreements (SHA), discussion on exit clauses and valuations for exit of PE investors from real estate business

DGM-Group FP&A, HT Media Group, (Print/Digital/Radio) - Delhi, NCR India

Nov'20-Jan'23

- Preparation of Annual Operating Plan for the Group comprising of Print, Digital, Radio & Shine businesses
- Lead Performance reviews for Board & Management dashboards including - Monthly, Quarterly & Annual P&L outlooks
- Competition Benchmarking with companies in competitive & allied spaces~ analyzing Quarterly & Annual trends, Tracking Key Performance metrics & Emerging trends in Media eco-space
- Reviewed, tracked and analyzed AIF portfolio investments made through VC firms Blume Ventures, Fireside Ventures and Stellaris Ventures on regular basis for over 2 years

Zonal Finance Head, Pernod Ricard (Seagram's), (FMCG-Liquor) - West & North Zones, India

Aug'16-Sep'20

- Efficiently executed greenfield expansion project of setting up of a Distillery valuing INR 1200 Millions+
- Significantly contributed in Management response during an Industrial Relations crisis (Strike by Union) at a plant for which received appreciation from Board members & Management
- Headed various committees-Scrap committee, Market bottle committee, Capex committees handling negotiations exceeding INR 500 Millions & set up transparent processes for the same
- Driven cost efficiencies and value chain engineering leading to savings of INR 50 Millions+
- Reconciled & resolved 15 year old critical matter having a potential IR risk where no documentation was available
- Resolved all pending Sales Tax cases for the Zone (pending from 2004-05) and received refunds of INR 47 Million+
- Smooth GST transition & clearance of Statutory forms over~ INR 5000 Million pending from 2012-13 in a short timespan

Plant Finance Controller, Head Shared Services (AP), SABIC, (Polycarbonates) - Vadodara, Gujarat

Feb'14-Aug'16

- Lead creation of Shared Services & its management handling entire outsourcing of Accounts Payable processes to 3rd party
- Got pending Cenvat credit of past 4 financial years amounting to INR 60 Million which was on the verge of lapse due to change in government regulations, assessed & availed within a short timespan
- Lead the planning & execution of the project on Internal Financial Controls reporting & Componentization of assets as per the requirements of New Companies Act 2013
- Played key role as part of the Indian project team for global implementation of ERP-SAP system in SABIC
- Streamlined Advance licenses/DGFT related processes & rebates leading to cost efficiencies & structure appropriate compliances
- Evaluated & implemented efficiencies in banking processes by negotiating with Top 4 international banks viz. Standard chartered, HSBC, Citi group & Deutsche Bank & benchmarking KPI's

Business Finance Manager, WIPRO Technologies, (IT) - Bengaluru, India

Apr'14-Feb'14

- Recommended change in procedure of computation of overruns/underruns of Man-months having major impact on business profitability
- Played key role in operating Margin improvement for the retail vertical and highlight revenue leakages to delivery teams
- Successfully analyzed & resolved issues of one major contract which was out of reporting tools for past 4 years & regularized it
- Played key role in working on deals, RFP's, contract negotiations with vendors and customers
- Played key role in Revenue closure (US\$ 30 MN monthly ~45% of RCTG BU), manage collections, invoicing, DSO & revenue analysis

Consolidation & FP&A Manager, BK Birla Group of Companies, (MDF, Tyres) - Kolkata, India

Jul'09-Apr'13

- Successfully handled all Merger related (except Legal) requirements of one of the two listed entities of BK Birla Group
- Successfully implemented "Purta System" (Standard Costing and Budgetary control system) prevalent in Birla Group of Companies in one group company & set up MIS Structures for Management reporting
- Prepared Complex Financial modelling for a period of 5 years with scenarios & Trend analysis with respects to costs, contribution, Sales Price & Product mix
- Lead discussions with PWC & Kesoram management on International taxation involving DTAA and which yielded savings of INR 2-3 Lacs (approx. 10%) on each of the foreign payments

Internship (CA), (Risk Assurance)**Ernst & Young India**

Jun'06-Jan'08

Conducted Statutory Audits, Limited reviews, Tax Audits of multinational groups like ACC Cement, Spencer's retail, Timken India, Ispat Industries Ltd., Sika India, MCC PTA India (Mitsubishi) etc.

Kumar Pradeep & Associate, Chartered Accountants

Jan'08-Apr'09

Worked with VISA STEEL Limited as a Management trainee. Also did management audits of ASMI express, BNKe Solutions Pvt. Ltd. etc.