

VISHESH SHARMA

Versatile, accomplished and goal-oriented professional targeting challenging assignments in Financial Planning and Analysis
With proven track record of delivering consistent business results through adept leadership and application of sound management practice

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Core Competencies

Strategic Financial Planning & Analysis

Budgeting & Forecasting

Reconciliation/Finalization of Accounts

Cash Flow & Treasury Automation

Transition & Transformation

Supply Chain Management

Decision-Making & Internal Control

Financial/Management Reporting

Process Improvements

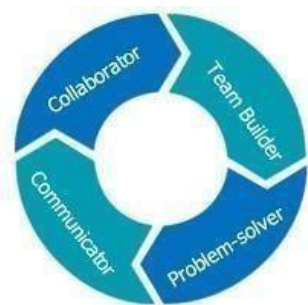
Financial Modeling & Analysis

Revenue/ Profitability Management

Stakeholder Management

Team Management & Leadership

Soft skills



Profile Summary

A competent professional offering an experience of over 20 years in steering overall accounting operations for the organisation including Finance and Accounts operations and delivery with major focus on domains/ towers like FPNA, PFC, RTR and OTC .

Rendered support and worked closely with functions like Sales and Marketing, HR, Customer Service division, IT, Payroll and Business excellence, for, not limited to Transformation and Automation, but also helping improve the functions' capability by participating in different projects like six sigma lean organisation and ERP implementation.

A strategic thinker, visionary Leader, motivator and effective communicator, skilled in managing large work force across diverse portfolios.

Dynamic Finance professional varied experience in BPO, telecom, IT and financial services. Worked extensively in the field of Automation and Transformation for financial processes and delivery.

Notable Accomplishments Across the Career

- Restructured the internal financial reports for Project finance control; improved accuracy, developed trend analysis, and reduced generation time by 3 days
- Managed the structuring, consolidation, and analysis of financial data; developed budgets, forecasts and other financial reports for specific organizational sub-divisions, i.e., departments, regions and units
- Conducted acquisition due diligence for takeover of Nokia (name of company); developed financial models for financing the acquisitions
- Saved US\$ 13k annually by renegotiating various contracts and eliminating outside consulting fees and temporary helps
- Created a new financial model to measure and monitor the profitability of all service centres and clients;
- Utilised PeopleSoft and Hyperion/Essbase applications to measure financial performance
- Financial Planning & Analysis: Led a team of 105 personnel responsible for operating/capital planning, forecasting, financial reporting and analysis
- Led the successful acquisition and integration of Alcatel lucent client in 2018
- Led a team of decision support in BPA as senior manager assisting and providing direction o the management for Capex and Opex approval as per budget and conducting post approval analysis to ensure that the Capex is utilised as per the business case
- Created shop and factory concept for Capex approval flow (Airtel); this resulted in huge cost saving and proper maintenance of FAR thereby reducing audit issues
- Handled payroll operations and accounting for Dell
- Administer all account receivables for portfolio and maintain a reserve for debt and third party collections.
- Perform research on all activities for collection and minimize all receivable balances.
- Administer and maintain collection for all delinquent accounts at location site.
- Prepare and reconcile all account receivable accounts and prepare monthly reports for same.
- Monitor all collection activities and develop processes to improve cash flow and downsize receivables.

Automation Experience

- Successfully implemented IAP (Intelligent Automated Platform) in Accenture; implementation of IAP enabled the request transaction through a web form which is connected to a RPA (MINBOT), which enabled touch-less system for any requests like posting, request for MIS, Financial Packs without human intervention (touch-less processes)
- Engaged in the implementation of RPA for standard financial processes; efficiently utilised technologies entailing Automation Anywhere, SQL, SaaS, Conceptual knowledge of Blue Prism Merit of being the part of user-testing circle for all the automation and Business Excellence initiatives
- Bringing in efficiency with continuous efficiency through Automation and standardized reports
- Proven capabilities in enabling full automation for full and final settlements of exiting employees using Delphi a tool whereby up to 1000 settlements could be processed in one go; this resulted in saving time and resource and in-turn better employee experience

Organizational Experience



Dec'21-till date with Pioneer Industries as a senior consultant Finance

Key Responsibilities: Pioneer Industries is into gluten and ethanol production. My responsibilities include: liaising with government and individual for ethanol plant set up and identifying ways to minimize project cost and timely set up of plant through proper financial structuring and operations.



Aug'18-Jun'21 with IIRIS consulting Pvt. Ltd. as Finance and Transformation Consultant

Key Responsibilities:

Liaising with companies or individuals, focus on financial needs building strong customer base, transformation and implementation of ERPs, ensuring financial integrity, risk mitigation and compliance, problem solving, performance matrix, analytical support, corporate decision making, medium and long term profitability evaluation, steering monthly analysis of sales and actuals versus budgeted, fraud management, forensic and testing, due diligence.



Dec'15-Jul'18 with Accenture Services Pvt. Ltd., Noida as Global Process Owner Project Finance Control

Highlights:

Smooth functioning of financial planning and analysis and Project Finance Control towers, leading operations, solutioning to implementation of projects contract negotiation and finalisation, owning financial reports and month end activities, Administer all collections according to required policies and procedures, audit schedule time for all account receivable participating in audit, overseeing regulatory compliance issues, conduct value of work done (VOWD), analysis, implementation of business process, rendering support to senior management on areas of responsibility, project review, E2E processes on forecasting, budgeting and reporting, tracking key account matrix, finalisation of SLA, KPIs, BVIs, team building, in- sourcing and re-sourcing, geography handled Europe, Lat Am, Emea, lead a team of 85+ FTEs.

Dec'14-Nov'15 with ILFS / ITL Technologies as Assistant Vice President (Corporate Finance)

Key Result Areas:

Financial planning, budgeting, forecasting, processes, understanding of all key business drivers and creating financial models for analysis, decision support, analytics, month end activities, valuation and support for acquisition, new product development and long term contracts, benchmarking, working capital and cash flow preparation and analysis, cost management and team building.



Previous Experience

Nov'12-Dec'14 with IBM India Pvt. Ltd., Gurgaon as Senior Management

Highlights:

Rendered advisory support on finance to sales team and senior management, contract finalisations, pricing, projected P/L and reporting actuals, quality assurance assessment to billing specialist, oversaw the provision, planning, scheduling to billing staff, backup A/R for following issuance of credit memos, settle and reconcile daily credit, flash report, Ate adjustment approval, update status of cash projection, inventory counting and revenue recognition, cash flow and fund flow, preparation and analysis, coordinate in preparation of the budget, published timely monthly financial statement and support month-end and year-end close processes ensuring control over financial reporting, aligning with local, federal governments for reporting requirement and tax filings, focus on key SLA and KPIs, bringing efficiency through automation and standardisation of reports, peak-load balancing to reduce month-end close efforts and allow effective utilisations of resources, lead a team of 150+ FTEs

Apr'12-Nov'12 with iYogiTechnical Services, Gurgaon as Sr. Manager Corporate Finance

Feb'09-Mar'12 with Airtel, Gurgaon as Sr. Manager BPA (Finance)

Sep'05-Feb'09 with Dell Computers as Admin. Payroll Manager

Jun'99-Aug'05 with ITIL

Growth Path:

Jun'99-Mar'01: EA to CEO

Mar'01-Aug'05: Business Analyst



IT Skills

MS Office

Automation

Cognos

SAP

Hyperion for Accounting



Academic Details

- MBA from Punjabi University in 1999
- B.Com. from Punjabi University in 1997



Personal Details

Date of Birth: 6th July 1978

Languages Known: English and Hindi

Permanent address: #597, sector 17,Panchkula,
Haryana

Passport No.: Z2302934 valid till 2022