

Samyuktha D Sindhe

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Qualified **ICWA [CMA]** | Financial Planning & Analysis [**FP&A**] | SAAS Companies | Start-ups | Management Reporting & Analysis | Transition & Transformation | Leadership | Automation | **ERP & CRM**

Key Skills: Financial Planning, Revenue Recognition as per ASC-606 & Opex Management, SaaS & ARR metrics, Order Management, Month end closing activities, Financial Reconciliations, Creating Dashboards & People Management

Professional Synopsis

- A dynamic professional with 12 years of experience in Financial Planning, Management Reporting and Analysis.
- Hands on experience in preparing financial analysis and management reporting for quarterly business reviews (QBR), along with comparative data to management on a monthly basis.
- Engage in collaboration with operations managers and stakeholders to develop the Annual Operations Plan (AOP) and long-range planning (LRP) and help set targets to business.
- Create end to end revenue, opex , headcount management which acts as a primary source of information in budgeting and forecasting.
- Reporting to Director FP&A, collaborate closely with stakeholders within the organization. In my previous role, reported to the CFO and worked closely with other top executives.
- Sound experience in creating dashboards and custom reporting for a SaaS company
- SPOC for handling audit and advisory observations (annual and quality of earnings) which includes big 4 audit firms
- ERP and CRM experience: **Oracle NetSuite, Zuora, salesforce**, SAP Concur, Coupa, Microsoft Dynamics AX & Adaptive
- Recognized thrice by management for automations and reduced turn over period in data warehousing and reporting
- A people leader, handling day-to-day operations, set goals, conduct appraisals of the team and resource planning

Career Contour

Infoblox

Jan 2022 to till date

Senior Analyst – FP&A

- Manage product related cost center through progressive Opex/ headcount planning and forecasting
- Prepare month on month management reports for multiple cost centers
- Partnering with PM/sales leadership to prepare annual and long-range plan for various products.
- Work closely with product, sales, revenue and other finance teams in preparing business and financial analysis for business case and management reporting for quarterly business reviews.
- Assist on ad-hoc projects, support global teams in multiple time zones as required.
- Substantial contribution in creating product-level profit and loss statements.
- Part of cost optimization project, which involves bringing down cost under SaaS and non-SaaS related expenses.
- Month end activities include accruals, Budget Vs Actual analysis, update forecast and to keep multiple model dynamic and effective.

Acqueon Technologies Inc

Sept 2020 to Jan 2022

Assistant Manager – FP&A

- Manage, track, review, forecast revenue and report to business leaders and stakeholders.
- Played a significant role in fund-raising activity, worked directly with investors and built custom reports as per investor's requirement.
- Good knowledge of building custom reporting of SaaS metrics including ARR that caters to the needs of stakeholders. Created a workflow to have accurate SaaS & ARR metrics; bifurcated bookings under multiple groups to understand which part of business is growing.
- Work with third party accounting team to ensure timely and accurate processing of invoicing, revenue and other accounting process.

- Reporting of professional services estimates on weekly basis to help understand the number of hours, cost and revenue on each ongoing project.
- Single point of contact for QOE (quality of earnings) Audit with E&Y.
- Aligned company's books to reflect product-specific financials and updated revenue and reporting metrics for customer and project-level analysis.
- Track booking, renewals on weekly basis to have accurate revenue forecast.
- Clean up of books and records to have more accurate bookings, revenue, and SaaS metrics.
- Managed a team which supported in various aspects of FP&A deliverables.

ThoughtSpot Inc.

Aug 2018 to April 2019

Senior Accountant – Shared Services

- Manage, review A/P & A/R processes for global offices. Manage vendor/supplier queries and reach out to relevant departments if necessary.
- Oversee and ensure timely and accurate processing of invoices, purchase orders and various other reports delivered to business partners/ customers.
- Month-end activities include closure activities, prepaid expenses, accruals management, bank payments activities, collection calls/ emails etc.
- Provide accurate responses to onshore/ customers directly and to deliver reports.
- Travelled to US – California to migrate the finance team to India and perform testing of new expense management application.
- Supporting User Acceptance Testing of applications used department wide (Coupa, salesforce).
- Play a key role in training and development of team members. Kept team motivated to work towards reaching team goals

BlueJeans Networks India Private Limited

Dec 2013 to July 2018

Senior Accountant – Finance Shared Services

- Managed a mixed team including qualified members and played a key role in planning and defining the roles and responsibilities of the team
- ARR, bookings and commissions management – SPOC to perform calculations on monthly, quarterly basis for all geographical regions and perform reconciliations with multiple internal systems
- Independently prepare key financial reports which are used by the board/ senior management for Financial Planning and Analysis
- Primary contact to designated business finance partners and sales teams for any queries, and to provide timely status and appropriate sales and revenue-based reporting & analysis
- Preparation of various forecasting reports which helps head of sales to take key decisions. End-to-end ownership of deals from winning to releasing commissions to sales team

Infosys Technologies Limited

April 2010 to Dec 2012

Portfolio Analyst

- Perform a detailed analysis of various investment documents and liaise with client for any queries/ discrepancies.
- Perform daily cash management, reconciliation with internal systems and generate exception report, accurate billing, raising payment requisition to vendors.
- Reporting involves preparation of custom investment schedule, redemption requisition and redemption statements during divestment, accounts receivable report, reporting for sales and strategy teams.
- Travelled to UK to support the year end closure and support in migrating from in-house accounting application to vendor application.

Address

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