

Atul Sharma, C.A. (1985)
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EXPERIENCE

February 1998 to date with TATAs 16 years

Hands on experience in finance and operations management. Demonstrated ability to streamline business operations within start-ups and multi-billion dollar global organization that drive growth and increase efficiency and bottom-line. Developing and implementing financial controls and processes in addition to productivity improvements and change management.

Handled all facets of Finance including Financial Control & Reporting, 5 year/Annual Business Plans, Financial Analysis, MIS, Compliance, Regulatory Accounting, Cost control, Working Capital Management, Insurance, Taxation – Direct/Indirect.

Project management of special projects such as setting up and managing Shared Services Centers, ERP implementations (both SAP & Oracle), company-wide process manual documentation and nation-wide asset reconciliations.

Have been certified as an internal examiner for the TATA Business Excellence Model

Was the Ethics Officer during my tenure at Tata Teleservices Limited – Central Hub

Summary of different positions, roles and responsibilities

- July 2013 to date working as **Vice President Finance – Business Transformation** at Tata Communications Limited (a three billion dollar Global conglomerate) wherein I am using my vast experience and reviewing all of Finance's existing processes for accuracy and completeness as well as putting in place the best in class practices.
- July 2008 to June 2013 worked as the **Chief Financial Officer** with Tata Communications Payment Solutions Limited. This is a 100% subsidiary of Tata Communications. The company is a leader in providing Managed Services to the Banking industry for products like ATM/POS/Core Banking/Switching. Joined the company at the start-up stage and it had revenues of Rs. 500 crores at the time of my exit.
 - Key member of executive management team and reported to the Board; was primarily responsible for performing all tasks necessary to achieve the organization's mission while managing the Financial Risks, Financial Planning, Strategy, Record-keeping and Financial Reporting.
 - Responsibility also included preparation and analysis of Business Plans and Projected Financial Statements, participation in developing New Businesses, Break Even Analysis and Pricing for new businesses, Cost Benefit analysis, Capex and Opex Budgeting, various MIS, Business Insurance plans and maintenance of Inventory of all fixed assets. Treasury operations including projecting fund requirement and ensure optimum utilization of funds. Financial

Modeling, Project feasibility, funding proposal and dealing with bankers & consultants.

- Ensuring fiscal/statutory compliance - direct and indirect taxation. Procure relevant registrations i.e. PF, Labour laws, IEC code, VAT & Service Tax, etc.
 - Strategic inputs for Business in relation to various critical decisions and participate in negotiation with customers and vendors. Develop, drive and maintain systems of Internal Controls to safeguard financial assets of the organization, periodical audits, etc.
 - Overseeing the Supply Chain Management function covering Strategic Sourcing, Supplier Evaluation and Selection, Price Benchmarking, Negotiation, Order Management, continuous cost reduction and Inventory Management.
- May 2006 to June 2008 worked as **Financial Controller** and responsible for the overall Financial Control and Reporting of Tata Teleservices Limited
 - June 2002 to April 2006 – **Head of Finance** - Tata Teleservices Limited – Central Hub comprising of Gujarat, MP and Chhattisgarh
 - January 2001 to May 2002 – **General Manager - Finance** in Tata Internet Services Limited
 - February 1998 to January 2001 – **Senior Manager – Finance**, Tata Teleservices

Prior to joining the Tata Group

- Adroit Financial Services as Director (Finance and Accounts) April 1994 to January 1998
- Multi-Tech Computers as Manager - Finance March 1988 to April 1994
- Mehta, Grover & Sharma, Chartered Accountants; January 1985 to February 1988