

SUBRAMANIAN GOPALAKRISHNAN

☎ : +234-8056099870 (WhatsApp), +91-9894590827 & 90252 80307 (India)

✉ uma.sai@rediffmail.com / uma31.sai@gmail.com

Skype : gopalakrishnan.1968

|| Strategic Financial Management || Commercial ||

Enterprising Leader & Strategic Finance Professional with rich experience of 25 years

Played a leadership role for developing financial strategy, conducting revenue analysis, increasing cost efficiency, steering fraud investigations and meeting organizational objectives, targeting assignments as a CFO

Soft Skill



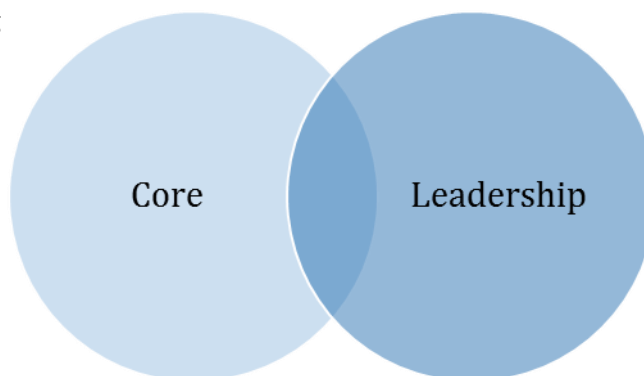
Profile Summary

- ▶ Stellar role in spearheading Finance Functions, designing & implementing systems, policies & procedures to facilitate financial controls
- ▶ Contributing over two decades of experience in designing financial strategies for maximizing profitability & revenue
- ▶ Successfully reviewed and enhanced all financial procedures and internal controls with coordinated budget projections
- ▶ Planned & executed corporate strategy in best interest based on current and expected business, economic and regulatory environment related to company takeover to control operational cost
- ▶ Established consistent and appropriate business practices, enhanced controls for credit risks, and built staff/supplier morale at a time of financial distress; teamwork and accountability throughout the entity
- ▶ Expertise in Finance operations, strategic planning, statutory/legal compliances, controllership, performance management, working capital, cost reduction and business intelligence
- ▶ Senior Level Procurement experience in designing strategic procurement to leverage local and global volumes. Developed the overarching sourcing strategy by assessing the competitive pricing to keep minimum stock level based on sales budget
- ▶ Team Management/ Team Building / Mentoring: Effective team leader with excellent influencing skills to sustain growth momentum while motivating peak individual performances while adhering to organization's goals & objectives

Competency Matrix

Financial & Strategic Planning

Budgeting
Risk Management & Compliance
Controllership & Decision Support
Joint Ventures, Mergers & Acquisitions (M&A)
Group Structuring
Due Diligence & Treasury Management



Commercial Operations

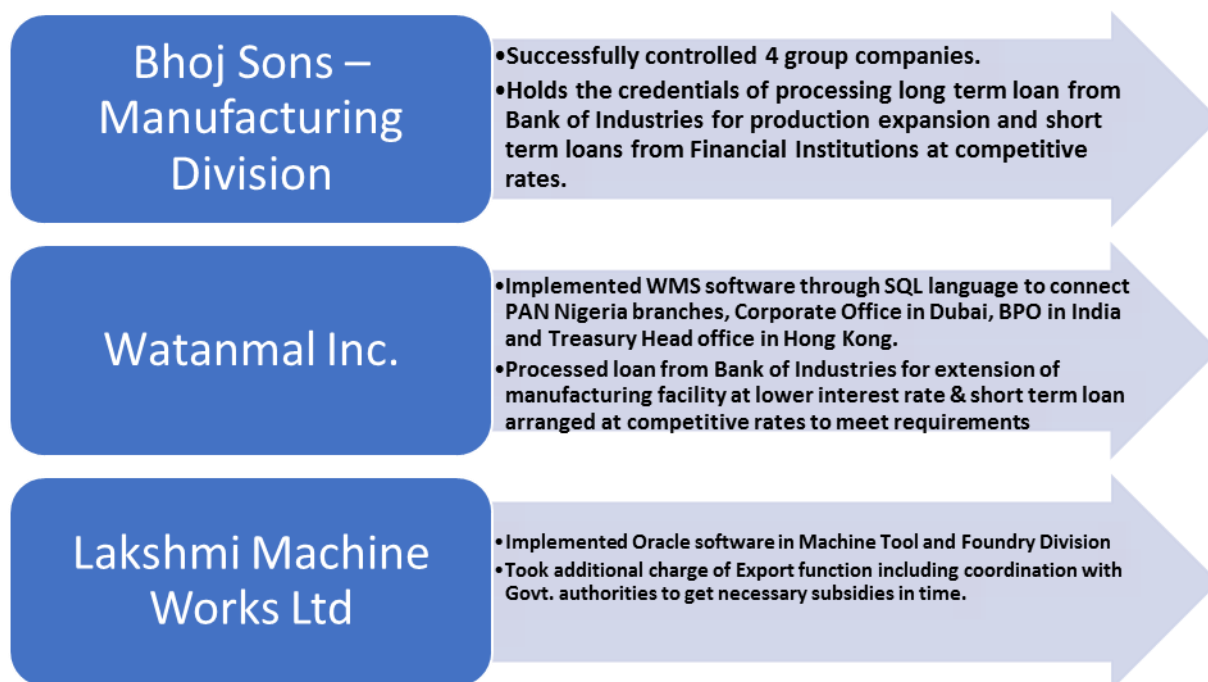
Transfer Pricing
Costing
Net Promoter Score
ROI
International Procurement
Process Optimization
Change Management
Profitability & Cost Analysis
Growth & Expansion Strategies
Cost Management

Career Timeline



Notable Achievements Across the Career

- ▶ Boosted businesses of rapid revenue and profit growth - setting the stage for growth by issuing fiscal and business decisions to boost cash flow and enhance customer service
- ▶ Custodian of financial planning & analysis, internal / regulatory reporting, accounting, receivables & payables, finalization / consolidation of accounts (Balance Sheet / P&L), budgeting & forecasting - leading to long-term improvements in cost saving, profitability & productivity
- ▶ steered processes improvement projects, reengineered existing process, curbed tasks involved & made process lean, resulting in significant savings in man hours & overall cost
- ▶ Presented financial & operational leadership to business and setting up systems & processes & ERP implementations
- ▶ Improved the controls for credit risks, and built staff/supplier morale at a time of financial distress; instituted controls, teamwork and accountability throughout the entity.
- ▶ Steered the **Corporate Financial Analysis**: Analysed and reported financial information to executive management; actively worked with strategic business units to ensure accurate and value added analysis



Professional Experience

Apr'16-Jul'19

Bhoj Sons Group, Lagos, Nigeria (Manufacturing Division) as Head-Finance & Commercial

Key Result Areas:

- ▶ Enhanced financial processes through initiatives geared towards lowering risk, heightening productivity & improving internal control; extensive knowledge of modern accounting/cost control systems, standards & statutory compliances
- ▶ Proficiency in preparing & reviewing Financial & Management Reports like cost & benefit analysis, productivity analysis and cost variance analysis; created and reviewed business plans and financial models
- ▶ Steered the implementation of MS-Navision from Tally ERP 9 for the entire group companies in a span of six months
- ▶ Executed FIRS statutory audit for group companies

- Bagged new manufacturing unit with proper valuation as Project Manager
- Identified profitable segments and highlighted to top management to improve the sales of those segments

Jun'08-Feb'16 Sosaco Nigeria Ltd., (Watanmal Group Inc. Hong Kong), Nigeria as Country Head - Finance & Commercial

Key Result Areas:

- Attained reduction in inventory levels and related costs through improvements **such as introduction of JIT inventory system in supply chain management**
- **Managed the** additional working capital of \$8M
- **Merit of** controlling debtor outstanding from 60 days to 30 days
- Successfully rearranging workloads, removing unproductive personnel and eliminating some budgeted vacant positions resulting in saving of 300K\$ per annum annually in the Accounting & Billing Department budget
- Implemented automated financial accounting systems; thereby increasing transparency, reducing time and cost
- Improved the month-end closing process to the 7th calendar day of every month; provided timely and accurate financial reports on operating entities and capital projects
- Initiated a complete set of accounting policies for the entire division within two months
- Assessed high margin SKUs and highlighting to Top Management to augment the entire PAN Nigeria sales
- Supervised all warehouse activities to keep the space utilization to the maximum extent
- Closely monitoring all near expiry products to reduce the salvage value
- Made arrangements for foreign currency from various sources to settle overseas supplier during critical economic crisis in Nigeria

Feb'95-May'08 Lakshmi Machine Works Ltd., Coimbatore - Head Finance and Commercial - Machine Tool and Foundry Division

Growth Path



Key Result Areas:

Made significant contributions in:

- Overseeing the receivables management function related to activities such as sales tax using Oracle Software
- Collaborating with bank with respect to foreign bills negotiations and discounts; handled the correspondence of customers which included both inland and abroad
- Scrutinizing monthly general ledgers and reconciling with head office books of accounts as well as managing the verification of Letter of Credit issued by foreign banks
- Ensuring compliance to export by activities like custom clearances and obtaining export incentives from government
- Controlling working capital funds and treasury related functions as well as verifying the cash and bank transactions through effective monitoring system
- Successfully carried out analysis of debtors & creditors; prepared the input-output analysis in the production department
- Oversaw the upkeep of inventory and WIP position in Stores/Production Dept.
- Meticulously conducted audits of all the units of the company and prepared Audit Reports - submitted to the top management & audit committee which aided the decision making process
- Successfully reduced the work process wherever necessary to save cost and increase the efficiency

Aug'92-Dec'94 Swamy Shankar Sekar, Chartered Accountants as Junior Internal Auditor

Academic Details

- CA (Intermediate) from Institute of Chartered Accountants of India
- Certified Management Accountant from Institute of Management Accountants of USA
- Certified Cost Accountant from The Institute of Cost & Management Accountants of India
- B.Com. from Madurai Kamaraj University

Certification

- Technician Certificate awarded by The Institute of Chartered Accountants of India

Membership

- Affiliate Member of The Institute of Public Finance and Accountancy of U.K.

IT Skills

- MS Office, Oracle Software, Tally ERP 9 and Microsoft Navision

Personal Details

Date of Birth: 26th April 1968

Languages Known: Tamil and English

Permanent Address: 30/40 East Street, Singanallur Agraharam, Coimbatore 641005