

SUMMARY

Seasoned finance professional with 20+ years of experience in technology, retail, and consulting industry domains. Track record of establishing, scaling up and heading finance function for single/multiple entities across geographies in alignment with the overall organizational objectives. Expertise in financial strategy, planning, budgeting, operations, taxation (direct/indirect), transfer pricing, cost management, financial accounting, audits and compliances, working capital management, accounting shared services, and stakeholder management. Demonstrated financial leadership and management capabilities across start-up, growth and maturity phases. Recognized for decisive leadership and proven ability to face challenges head-on and execute sound strategic decisions whilst driving business objectives.

EXPERIENCE

- May 19 – Till Date** **Smollan India Private Limited (A WPP Group Company)** **Mumbai, India**
A technology driven retail solutions company, providing mobility, retail marketing and sales solutions to large FMCG companies across the globe.
- Nov 21 – Till Date** **Consultant**
- May 19 – Nov 21** **Head – Finance & Taxation**
- Heading end-to-end finance function for Smollan India Private Limited and Smollan India Field Management Private Limited. Also working as the group tax head for entire Smollan India group consisting of 7 companies with total turnover exceeding 720 crores. Responsible for financial management of SAAS & Data based global technology business of the group. Additionally, leading legal function for India entities. Handling a team of 20 finance and tax professionals. Reporting to Global CFO and India Group CEO.
- Financial Function / Finance Transformation**
- Successfully led Sage ERP migration in India entities, whilst being a strategic driver of global finance transformation of the organization.
 - Successfully spearheaded the global mobility SAAS business financial restructuring.
 - Working as the strategic FP&A partner of the management providing financial insights to management with growth targets in a 5 year plan, broken down into annual, quarterly, and monthly forecasts.
 - Responsible for timely closing of monthly and annual financials as per IFRS and timely audit completion.
 - Identifying operational, regulatory, and financial risks and setting up internal controls for risk mitigation.
 - Managing corporate finance, payroll, accounting, banking operations, legal, AR and AP functions.
- Business Partnering & Stakeholder Management**
- Anchoring new business proposals and innovative pricing policies for retail and SAAS business.
 - Pivotal role in overall business success by being a key client interface for the organisation.
 - Key contributing member in restructuring of Smollan Global Technology Business.
 - Managing internal and external stakeholder including investors, global senior executives, business unit heads, regulatory authorities, auditors, tax consultants, lawyers, bankers and clients.
- Taxation, Transfer Pricing & Legal Function**
- Handling legal and corporate compliance function for all India entities, negotiating client contracts.
 - Heading taxation and transfer pricing function for all India entities and global mobility business.
- Feb 16 – May 19** **SNIPP INTERACTIVE** **Mumbai, India**
A public listed global SAAS marketing solutions startup, developing and providing technology driven promotions and associated campaign solutions worldwide.
- Multinational Finance Controller / Head – Finance**
- Heading end-to-end finance management and FP&A responsibilities for USA, Canada, Europe and India businesses with a team of 8+ resources. Accountable for financial strategy, planning, budgeting, financial operations, cost management, process improvements, compliances, taxation, accounting, working capital management, and stakeholder management. Reporting to Global CEO.
- Financial Shared Services Set Up in India**
- Set up the finance back-office in India for catering to global offices; defined the operational and strategic framework including policies, processes and systems.

- Devised an unified finance and accounting system considering SAAS Metrics and investor reporting requirements, US GAAPs, IFRS, and regional GAAPs for 7 entities across the globe under a single accounting software. Built a finance team in India catering to the global entities.
- Managed corporate finance, payroll, accounting, direct/indirect taxation, AR and AP functions.

Strategic Initiatives

- Worked as a core team member in acquisition of target company business and contributed in pre-acquisition strategy and post-acquisition change management
- Focused budgetary thrust on cost optimization; eliminated unproductive costs leading to overall cost reductions of 15%. Reduced the debtors collection period by 37% bringing working capital optimization.

Fund Raising

- Worked as the company interface for due diligence financial institutions for fund raising. Secured line of credits from Silicon Valley Bank and Bridge Bank (A division of Western Alliance Bank) and maintained sound relationships with the banks to secure optimal credit.

Accounting and Compliances

- Ensuring all books of accounts and financial statements are prepared and filed on-time and in line with US GAAPs / IFRS compliances on a monthly basis. Responsible for quarterly consolidation of financials.
- Liaising and coordinating with internal and external stakeholders such as auditors, tax consultants, lawyers, bankers, and suppliers for seamless financial management & operations

Feb 09 – Mar 15	THE PARTHENON GROUP (EY COMPANY)	Mumbai, India
Aug 14 – Mar 15	General Manager / Head – Finance – India & Singapore	
Aug 12 – Jul 14	Deputy General Manager – Finance	
Feb 09 – Jul 12	Finance Manager - India	
	<ul style="list-style-type: none"> ▪ Joined with mandate of setting up the India finance function since inception in alignment with the global finance function of the organization, keeping balance between US GAAPs and Indian GAAPs. ▪ Business grew from 8 employees and USD 1 M revenues with operations in India only to 60+ employees, USD 16 M and operations in both India and Singapore 	
	Financial Excellence	
	<ul style="list-style-type: none"> ▪ Generated tax savings of 13% of the net income; changed the structure of emerging market business of the organization as part of a core team. Developed an efficient entity structure leveraging both international tax and transfer pricing benefits. 	
	Mergers & Acquisitions	
	<ul style="list-style-type: none"> ▪ Served as the lead Interface for India and Singapore operations and facilitated the merger between company and EY in 2014. Performed pre-merger due diligence and post-merger implementation of the finance function; worked with Global Shared Services Center for operational implementation. 	
	Accounting and Compliances	
	<ul style="list-style-type: none"> ▪ Managed the day-to-day finance, payroll, accounting, AR, AP, tax functions and corporate compliance 	

Aug 02 – Jan 09	SUYASH PATWARDHAN & ASSOCIATES (CA FIRM)	Mumbai, India
	Chartered Accountant	
	<ul style="list-style-type: none"> ▪ Provided accounting, audit and taxation services to Indian and multinational clients such as Conexant Systems, Mobile2Win India, Diebold Systems, E&Y (Pune) and more. 	
Jul 98 – Jul 02	MILIND WAGLE & ASSOCIATES	Mumbai, India
	<i>Internship</i>	

EDUCATION

2015	Certified Public Accountant (CPA)	California State Board of Accountancy, USA
2015	Diploma in International Financial Reporting	ACCA, UK
2006	Diploma in International Trade Laws & WTO	ICAI, India
	<i>Secured All India 2nd Rank in DITL Part – 1 Examination</i>	
2004	Diploma in Information Systems Audit	ICAI, India
2002	Fellow Chartered Accountant (FCA)	ICAI, India
2001	Master's in Commerce (M. Com)	University of Mumbai, India
1999	Bachelor's in Commerce (B. Com)	University of Mumbai, India
	<i>Secured 8th rank in the University</i>	

PERSONAL	Date of Birth: March 19, 1979
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