

Arumugasamy Arunachalam

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Strategic FP&A & Transformation Leader, making impact via Process Optimization, Planning Accuracy & Compliance | Lean Six Sigma Certified

Strategic finance leader with 18+ years in financial planning & analysis (FP&A), budgeting, forecasting, variance analysis, decision support, and financial reporting. Proven track record in driving business growth, profitability, and cost optimization within ITES/GBS/GCC environments. Expertise in leading cross-functional global teams, implementing automation to enhance efficiency, and delivering accurate insights for senior management. Chartered Accountant (Intermediate) and MBA (Finance), with strong stakeholder management experience engaging with senior leaders, auditors, and regulatory bodies.

Key Skills

- Financial Planning & Analysis (FP&A)
- Budgeting & Forecasting
- Variance Analysis & Financial Reporting
- Strategic Financial Planning & Business Growth
- Cost Optimization & Process Transformation
- Stakeholder & Regulatory Engagement

ERP & other Application Experience

BPC/OneBI/PMA/SAP R/3 in FICO /SAP BW (Business Warehouse)/SAP Helios/Business Objects / Oracle Business Intelligence/ Power Query & Power Pivot/ Customized in-house Accounting Software (Developed in Developer 2000 & Oracle 9i) | MS Suite

Professional Experience

Philips GBS

Sep 2022 - Present

Sep 2022 – Present: Senior Manager FP&A – Global Business Process Owner

Led global initiatives to standardize and optimize sales and margin planning processes by aligning with SMEs, finance leaders, and operational teams. Partnered across FP&A, COEs, and business units to drive planning simplification, enhance integration with tools like BPC and PMA, and embed system-driven improvements. Managed end-to-end change implementation—road mapping, executing, and validating solutions with technical teams. Championed commercial market reporting design, improved management accounting insights, and ensured successful deployment through documentation, training, and stakeholder engagement.

- **IGM Variance Reduction:** Delivered variance analysis improvements, reducing IGM delta from 5.4% to 0.6% of sales through structured monthly reviews and system enhancements.
- **Planning Accuracy Improvement:** Led global financial planning initiatives, standardizing sales & margin planning across regions; improved IGM planning accuracy to 99.5%.
- **Manual Adjustment Optimization:** Cut PMA manual adjustments from 965 to 380, saving over 2,500 hours by streamlining processes, defining ownership, and establishing RACI-based governance.

Infosys BPM (Client: Philips)

Oct 2007 – Sep 2022

Oct 2020 – Aug 2022: Senior Manager FP&A - Tower Lead (De-merger Philips Domestic Appliances)

Led a 21-member team overseeing end-to-end financial planning and analysis across multiple COEs including SCM, R&D, A&P, Transfer Pricing, and Commercial Support. Accountable for driving budgeting, forecasting, KPI analysis, and variance commentary at business unit and category levels. Directed performance monitoring, dashboard reporting, and financial modelling while ensuring alignment with strategic goals. Collaborated cross-functionally with optimization, change management, and release teams to enhance planning processes and systems. Championed process simplification, resource optimization, stakeholder management, and issue resolution through structured governance, reviews, and continuous improvement initiatives.

- **Seamless Transition Delivery:** Directed a 21-member FP&A team across multiple COEs, driving budgeting, forecasting, and variance reporting at business unit and category levels.
- **Process Efficiency & Cost Optimization:** Achieved 10% process efficiency in Year 1 by harmonizing workflows, cross-training team members, and reallocating activities—delivering a net savings of 2 FTEs.
- **IGM Margin Improvement:** Improved IGM margin accuracy by 3.15% (EUR 12M impact) through variance analysis and corrective action on missing FCP pricing in ZDVC table, aligning with management accounting design.

- **Forecast Accuracy & Preventive Controls:** Established proactive review mechanisms to detect and address FCP data gaps, enhancing margin planning precision across markets.
- **Duplicate Payment Recovery:** Identified and corrected EUR 1.7M in duplicate A&P cost postings due to SAP system overlaps during de-merger; processed recovery from vendor post reconciliation.

Sep 2010 – Sep 2020: Operation Manager FP&A, Assistant Manager, Team Lead

Led a 75+ member global FP&A team, including 14 Chartered Accountants and 4 regional leads across North America, APAC, LATAM, and EMEA. Accountable for driving operational excellence in reporting, Sales Rebate, Balance sheet Reconciliation, accruals, revenue recognition, warranty, commissions, and sustainability reporting. Ensured compliance with SLAs and audit standards through rigorous process governance, stakeholder engagement, and performance management. Oversaw accurate execution of standard and ad-hoc reporting, internal controls, and rebate accounting. Played a key role in resource planning, transition management (onsite & remote), and resolution of client escalations through structured reviews and continuous improvement frameworks.

- **IGM Bridge Automation & Insight Generation:** Automated the creation of IGM bridges for multiple markets using macros, enabling comparison across different forecast scenarios (Forward Looking vs LY FC, vs Current FC). Saved over 1250 manual hours and redirected capacity to deeper financial analysis and strategic insights.
- **AOP Template Innovation – “Dream Big” Integration:** Collaborated with Head of Finance to redesign the AOP template, integrating an additional aspirational “Dream Big” target alongside key metrics such as LY, CY, Forecast, and AOP. Enabled dynamic target setting and enhanced visibility for Western Europe’s strategic planning process.
- **RPA Domain Lead:** Designed and deployed 500+ RPA bots across P2P, R2R, O2C, and FP&A, achieving ~120 FTE savings and reducing manual effort.
- Oversaw financial reporting, reconciliations, accruals, revenue recognition, warranty, and commissions reporting, ensuring compliance with SLAs and audit standards.

Oct 2007 – Aug 2010: Process Lead_JL3A (F&A-P2P & R2R (GL)

Led a 15-member team overseeing end-to-end Accounts Payable operations for Philips Healthcare – North America, including GRIR analysis, vendor coordination, and month-end closures. Played a key role in harmonizing AP activities from organizational unit-based to process-based models, streamlining workflows across invoice processing, payments, and vendor management. Drove automation of weekly/monthly reporting, improved audit readiness through consistent trial balance reviews, and resolved escalations to maintain a 9+ customer satisfaction index. Supported accruals accuracy, initiated vendor debit recovery actions, and led process improvement projects to enhance operational efficiency.

- **GR/IR Reconciliation & Process Standardization:** Developed an Excel Macro-driven solution leveraging MB5L and MB5S reports to categorize and explain aged GR/IR line items (e.g., pending GR, pending IR, partial GR/IR). Standardized the process across all ORUs, resulting in complete reconciliation of open items and significant improvement in on-time payment KPIs.

Mar 2006 – Aug 2007: Officer Financial service (F&A-Accounts Payable) - Philips

Mar 2006 – Sep 2007

Handled end-to-end invoice processing (standard and non-standard), vendor reconciliations, accruals, and internal control reports through SAP workflows. Supported SOX/ICS documentation, SLA/KPI tracking, and vendor issue resolution including debit memo initiation and refund recoveries.

International Travel House Limited - Chennai, Tamil Nadu | Jr. Executive Finance (F&A)

May 2005 – Feb 2006

Education | Professional Certifications | Trainings

MBA (Finance) from Annamalai University, Year - 2009

CA (Intermediate) from ICAI, Year – May 2005

Six Sigma Black Belt – Certified

Project Management Professional (PMP) – Trained

Lean Process Excellence – Certified

Awards

SSON Award for Creative Talent Management – 2019

Infosys BPM Operational Excellence Award – 2018, 2021

High Performance Award – 2011–2012, 2012–2013, 2013–2014 (consecutive years)

Team Extra Miler Award – Jan 2011, Dec 2009, Jul 2009, Dec 2008 (multiple recognitions)