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FINANCE BUSINESS PARTNER, R2R, P2P, FINANCIAL PLANNING & ANALYSIS, FINANCE CONTROLLER | CONSULTING – FINANCE & ACCOUNTING OPERATIONS | PRODUCT PROFITABILITY ANALYSIS |

SUMMARY

Chartered Accountant (CA) with 15 years of expertise, **Controllership& Finance partnering** across global organizations (Novo Nordisk, Harman, CGI, Capgemini, OPI). Delivered significant cost optimization, reducing GBS People Cost by 30 crores through strategic cost-benefit analysis and outsourcing. Proficient in **financial modeling, budgeting, forecasting, and process automation**. Strong leadership in cross-functional teams, compliance, and delivering actionable insights to drive business performance. Results-driven with a focus on standardization, cost efficiency, and stakeholder collaboration.

Hands-on experience in end-to-end accounting operations, (**Month end, Qtr end and year end finance activities**) and **partnering Budgeting & Forecasting**. (P&L Fluctuation Analysis), GL & intercompany accounting, **Revenue recog, Cost optimization**. GL reconciliation, preparation of BS/P&L, managing SOX control for BS GL reviews

"I was reporting manager to Gopi in Harman connected services. Within few weeks, I could find his capabilities that he is trusted **Finance partner& Finance controller** for 10 different departments(Business Units). He took timely strategic decisions to take actions on budget to land 100% actual" – Alwyn, Associate Director: Novo Nordisk

CORE COMPETENCIES

Financial planning and Analysis	Strategic Planning & Leadership	QBR/MBR/Mgmt.	Meeting,
Accounting/Inventory management	Global Process Transition & Migration	Financial Analysis & Reporting	AP & AR

CAREER TIMELINE

- EY, Bangalore, Manager (contract role for short period) ~ June 2025
- Novo Nordisk, Bangalore **Finance Business partner (Denmark & India)** ~ Aug2023~Jan2025
- Harman connected services, Bangalore ,**Finance Controller**~Feb2022~ Aug2023
- CGI, Bangalore, **Controller** ~ Jan2019~ Feb2022
- Capgemini Technology Services, Bangalore, **Global Finance Controller (LATAM)**~ June2015~ Oct2018
- Kandtipudi&Associates, Hyderabad, **Artilesip**~ Feb2012~ Feb2015
- EXL Pvt Ltd, Bangalore, **Process associate**~ Jan 2010~ Jan 2012

WORK EXPERIENCE

Finance Controller& Partner – Business Finance, FP&A, Budgeting, Forecasting, P&L, Variance Analysis

- Handled \$100M portfolio spinning various geographies across the globe.
- Business partnering** role includes managing project cost. **Handled 30 Project cost optimization along with meeting 100% landing rate**
- Crashed manpower expense from Rs 300 crores to Rs 275 crores in 12 months** by replacing permanent employees with outsourced talent and saved cost in Overheads by applying cost optimization techniques.
- Analysed and optimized cash flow processes for the project, resulting reduction in DSO by 22% & there** by increasing in available working capital Successfully dealt with 10 CVP's and assist on 100% landing rate
- Analyze project's profit & loss statement & devised cost reduction strategies that delivered \$1.6 million Euros in savings annually without compromising on product quality & achieving a 5% increase in profitability by December 2022.
- Achieved \$3.5M in annual cost savings** by optimizing the lease portfolio in compliance with **IFRS 16**, renegotiating contracts, and automating lease accounting processes across multiple geographies.

- **(IFRS15 & ASC606), Billing: Manual, Ad-hoc, Fixed price, Time & Material, Lum-sum / Milestone basis, including COLA / Inflation** to customer as per the **contact terms & Conditions**
- **Directed** preparing **AOP, Budget, Forecast** and **Financial Planning** process for multiple projects spanning various geographies
- **Directed Project profitability statements, Customer profitability analysis, Gross margin analysis, Member efficiency report.**
- Ownership of **expenses forecast** for the business group by **using trend analysis / KPI reviews** for better **P&L** management.
- **Variance analysis:** Prepare detailed **Budget Vs Accruals** variance analysis comments for **Balance Sheet, Revenue, Expenses** items to Identify and highlight **financial risks** and **Opportunities** to ensure project risk is always managed and **corrective actions implemented**
- Lead/facilitating **QBR/MBR** meeting with BU **directors, VP's, Country heads, Practice leads**.
- Co-ordinating with regional controllers to check correct posting of accounting entries and ensure financial statements are reported precisely.
- Co-ordinate with internal and External Audits and Ad-hoc requests timely.

Controller – MEC, GL, JE, BS Recons, FX, BS Flux, US GAAP reporting, Inventory, AR, AP, RPA

- BU Controller for **LATAM** region, oversee and manage the various operations team like **LOB, COE, Cash & Bank** Independently and Responsible for Transition, People management, SOW Review, DTP review.
- As a financial controller responsible for overseeing a team of **15+ FTEs** along with **Asst. Controllers**, functions such as **Fixed Assets, Cash, Intercompany, Payroll entries, Revenue(ASC606), SG&A, AR, AP, BS Reconciliation, MEC: – SG&A Accruals, Prepaid Amortization, Royalty &Management Fee** activities.
- Responsible for making sure all the **KPI/SLAs** are met as per the set standards, Process bench marking.
- Significant contribution towards building variance analysis templates which helps leaders to have brief insight about financials and help to take corrective actions and streamline the process.
- As a controller pivotal contribution towards **Transformation initiatives, process harmonization, Rationalization of JE's, Balance Sheet Reconciliation, Period-end optimalization, RPA**
- Responsible for providing Variance analysis for Trial Balance, BS Flux, reparation and presentation of various **US GAAP** reports like **Foot Notes, CTA, Cash Flow statements, BS Flux, Trial Balance variance comments, Supplemental Schedules, Statement of Retained earnings, Form 10K & 10Q**
- Review **unapplied cash / treasury open** items and do the follow-up with related parties for open items.
- Performing detail review & facilitate for the **Financial Statement Verification Sign Off** calls with **Global Controller, BU Directors, VP's**
- Review slow moving inventory to determine the accurate inventory position to determine the present fair value of inventory.
- Directing account reconciliations, conducting quality audits for high-risk reconciliations as well as reviewing the same to ensure open items reflect current activity & follow-up with BU/ Territory to resolve aged items.
- Monitoring preparation of Bank Reconciliation, Party Reconciliation and Consolidated Reports in compliance with time & accuracy norms
- Reviewing the SOX controls as agreed with the clients (**Section 404**)
- Manage audits conducted by internal and external auditors and coordinate peer-to-peer audits.

Accomplishments:

- ❖ **Achieved \$3.5M in annual cost savings** by optimizing the lease portfolio in compliance with **IFRS 16**, renegotiating contracts, and automating lease accounting processes across multiple geographies.
- ❖ **Improved forecast accuracy by 22%** through implementation of a rolling forecast model and driver-based planning in **Power BI**, enabling faster and data-driven strategic decision-making for executive leadership.
- ❖ **Reduced month-end close cycle by 40%** (from 10 to 6 days) by streamlining **Record-to-Report (R2R)** workflows, automating reconciliations in **SAP FICO**, and enhancing intercompany reporting processes.
- ❖ **Led IFRS 15 implementation across 15+ business units**, ensuring timely revenue recognition compliance and avoiding potential audit issues, resulting in **zero material adjustments during external audits**.
- ❖ **Deployed SAP RAR module for revenue recognition**, integrating with legacy billing systems and delivering **99.9% accuracy** in revenue allocation, enhancing compliance and transparency in financial reporting.

EDUCATION

- CA (ICAI)
- M.Com. from Acharya Nagarjuna University
- B. Com from Sri Krishna Devaraya University