

BISWANATH SAHA

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JOB OBJECTIVE

In quest of senior level assignments in General and Sales Accounting / Finance / Accounts Receivable / Credit Management / Customer Claims Management / Accounts Payable / Indirect Tax Compliance / Commercial Control / C&FA management / Cost Control with organization of repute.

Location Preference: Kolkata

PROFILE SNAPSHOT

- An astute & performance driven professional with 17 years of experience in General & Sales Accounting, Commercial Control, Accounts Receivables, Credit Management, C&FA operations, Distributors management, Cost Control, Accounts Payable,
- Reviewing and controlling accounts receivables through ageing reports
- Appraising credit proposals & scrutinizing relevant documents before sanctioning / disbursing the credit, ensuring compliance with organizational credit policies
- Experienced in coordinating with Marketing, Sales and Finance Teams to provide expected deliverables & meeting challenging targets
- Understanding & significant experience in managing the sales tax procedures and handling audits for the company
- Capabilities in making seamless functioning with enterprising analytical abilities and people management skills
- End user level knowledge on SAP FICO, MM & SD modules

CORE COMPETENCIES

General & Sales Accounting
Customer Claims management
Distributors management
Cost Control & Budgeting
Transporter Management

Accounts Receivable and Payable
Trade Schemes
Channel Finance
Cash Flow & Fund Management
Internal & Statutory Audit

Credit Control Management
Indirect Tax compliance
Marketing&PromotionalSpends
C&FA Operation
Distributor Audit

ORGANIZATIONAL / INDUSTRY EXPERIENCE:

PRESENT

Mar'16 – till date

Crompton Greaves Consumer Electricals Limited

- **Joined as Senior Manager – Finance, Eastern Region, from 30/03/2016**
- **Promoted to Deputy General Manager – Finance, Eastern Region, from 01/04/2018**

Key Result Areas:

- Spearheading the entire accounting & commercial operations of entire Eastern region, with branch offices in West Bengal, Bihar, Jharkhand, Orissa, Assam
- Responsible for the following Key Performance parameters:
 - Customer / Accounts Receivable Management,
 - Customers Credit Control Management and adherence to Company's Credit Policy
 - Analysis of Credit exposure, ageing analysis of Customer Overdue, planning for recovery management including legal actions
 - Processing Customer claims with respect to Discount, Trade Schemes, Incentive schemes
 - Management of Marketing & Promotional spends with respect to Marketing policy of the company
 - Preparation of Cost Budget & monthly tracking of actual spends, analysis of variance thereof,
 - Monthly books closing of regional books of accounts
 - Working in close coordination with Sales & Marketing managers to design the monthly, quarterly & annual trade schemes and dealers/distributors/retailers incentive schemes

- Accounts Payable for all regional spends, including C&FAs, Warehouses, Transporters, Marketing vendors, office administration
- Channel Financing of dealers/distributors/customers in coordination with banks
- Sales Tax related matters, including Returns filing & assessments. GST related matters
- Internal, Statutory & Distributor Audits

Reporting To : a) Vice President – Sales (East) – Regional Head for Eastern Region - (Administrative reporting)
b) Vice President – Finance (India) - (Functional reporting)

Team size : 11 on-roll employees & 5 off-roll employees

Present CTC : Rs 39 Lakhs

PREVIOUS EXPERIENCE:

Dec'06 – Mar'16

L'Oreal India Pvt. Ltd., Kolkata

Growth Path

Dec'06 – Dec'08	Branch Accounts Executive for East Region
Jan'09 – Dec'09	Assistant Manager – Regional Commercial Accounts for East Region
Jan'10 – Dec'10	Deputy Manager - Regional Control for East Region
Jan'11 – Dec'12	Manager – Regional Control for East Region
Jan'13 – Mar'16	Senior Manager – Regional Controller for East Region

Key Result Areas:

- Spearheading the entire accounting & commercial operations in Eastern India
- Accountable for handling West Bengal, Bihar, Jharkhand, Orissa, Assam & all the North-Eastern states
- Working in coordination with:
 - Banks for all regular financial related matters
- Regional Sales & Marketing Managers for smooth functioning and growth of the entire region
- Managing the sales accounting and payment collections
- Looking after the following tasks:
 - Debtors / Receivable Management
 - Sales Tax related matters, including Returns filing & assessments
 - Internal & Statutory Audits
 - Dealers Credit
- Reviewing credit worthiness of the dealers before giving dealership appointment
- Shouldering the responsibility of:
 - Fixing dealers credit limits for invoicing
 - Processing dealers credit notes & claims
- Administered activities like reconciliation of customers/distributors accounts
- Handling the Sales Tax relating matters, Form-C & Form-F collections and issuance to / from customers & other regions / zones
- Carrying out dealer & market audits
- Ensuring timely closure of annual books

Highlights:

- Meticulously oversaw & listened the regular updates of 3 members from Regional Commercial Team & 2 from Regional Logistics Team
- Successfully imparted knowledge & created awareness in setting up internal control at regional level in order to bring positive effect in the functioning of inter-commercial operations in the region
- Holds the distinction of getting 3 consecutive promotions in 3 years in a row in 2009, 2010 & 2011

Team size : 4 on-roll employees & 2 off-roll employees

PREVIOUS EXPERIENCE:

Nov'04 – Dec'06

Fine Tech Commercial Pvt. Ltd., Kolkata as Commercial Officer
(Subsidiary of Reliance Petroleum Industries)

Key Result Areas:

- Handling the timely sales & dealers accounting
- Responsible for Stock accounting, receivables and payables management
- Banking and related activities
- Internal audit of petroleum retail outlets

PREVIOUS EXPERIENCE:

Dec'01 – Oct'04

Bengal Peerless Housing Development Company Ltd., Kolkata

Growth Path

Dec'01 – Apr'04

Senior Accounts Assistant

Apr'04 – Oct'04

Accounts Officer

PREVIOUS EXPERIENCE:

Jul'00 – Nov'01

Ray & Ghosh, Chartered Accountants, Kolkata as Senior Audit Assistant

ARTICLESHIP

Jun'97 – May'00

Ray & Ghosh, Chartered Accountants, Kolkata as Articled Clerk

EDUCATION

2011	Post Graduate Diploma in Business Administration (Finance) from Symbiosis, Pune (Distance Learning Course) in GRADE – A with 68% marks
1999	C.A. (Intermediate) from The Institute of Chartered Accountants of India
1997	B.Com (Accountancy Hons.) from St. Xavier's College, Calcutta with 58.50%
1994	XII from South Point High School, Calcutta, West Bengal Board with 72%
1992	X from South Point High School, Calcutta, West Bengal Board with 75%

IT SKILLS

- SAP FI, MM & SD modules
- Tally
- Word, Excel.

PERSONAL DETAILS

Date Of Birth:

31st October, 1975

Permanent Address:

11, Jahura Bazar Lane, Kasba, Kolkata – 700042

Languages Known:

English, Hindi and Bengali

E-mail :

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