



Amit Kumar Shah

SENIOR / TOP LEVEL FINANCE PROFESSIONAL: CFO

Strategic Planning | Driving Profitability | Finance & Accounts

Industry Preference: Any Industry; Location Preference: No preference

Polanco, Mexico City

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Profile Summary

Persuasive and influential professional with 18+ years of experience with International expertise in **Business Strategy, improving Profitability, Corporate Finance, Banking Relationship, Treasury, Accounts, Auditing & Taxation, MIS Reporting** and so on. **Pioneered solutions** in formulating strategies and implementing consistent and appropriate business practices, enhancing controls for risks, and building staff/supplier morale; instituting controls, teamwork and responsibility throughout the entity. Extensive experience in directing the design of optimum capital structure and financial strategy for the company keeping in mind capital expansion for existing business, investment in new projects, and short-term cash optimization. Skilled at design and operating effectiveness of internal controls over key account balances like revenue, accounts receivables, purchases, accounts payable, payroll, Capital Expenditure (CAPEX), and so on. Directed financial analysis; internal and regulatory reporting; accounting operations; budgeting; forecasting that led to long-term improvements in cost savings, profitability and productivity

Proven excellence in establishing working relationship with bankers, suppliers, negotiating financing deals with bankers, suppliers. **Unique blend of visionary leadership** with expertise to lead strategic planning and direct multi-site operations, business model re-structuring, cost control and effective management of cultural and organizational diversity. **A strategist and implementer** with recognized proficiency in spearheading business to accomplish corporate plans and goals successfully.



Education

CA from **Institute of Chartered Accountant of India (ICAI)** in 2002
PGCPM (General Management) from **Indian Institute of Management (IIM)**, Indore in 2008
Bachelor of Commerce (Honors.) from **Calcutta University, India** in 1999



Area of Excellence

Finance & Accounts

Auditing & Taxation

Corporate Governance

Working Capital Management

Treasury Management

Banking Relations Management

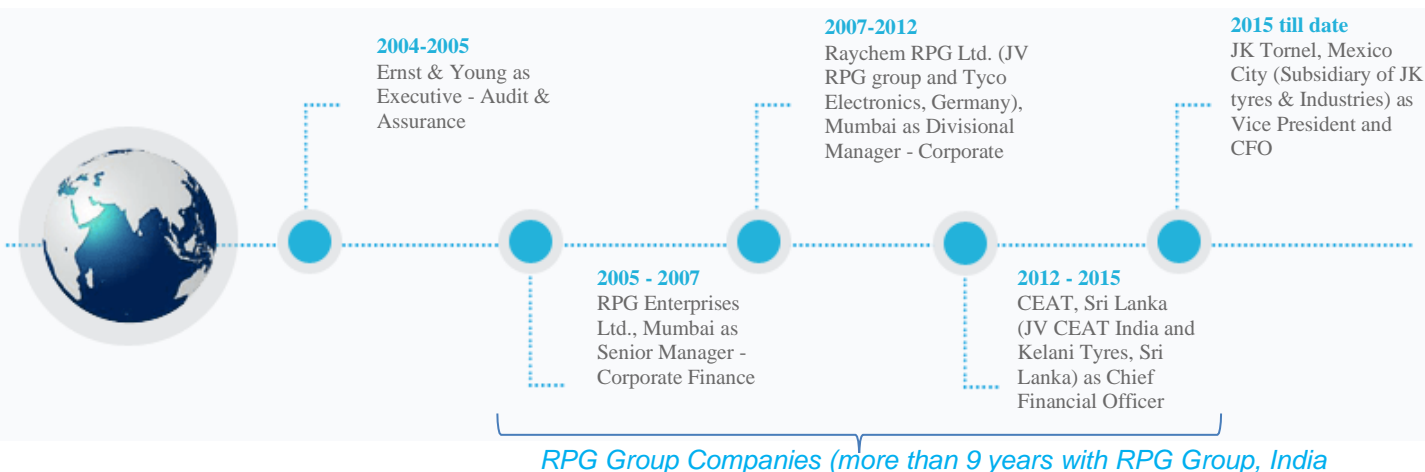
Budgeting and Receivables Management

Risk & Compliance Management

Credit Control



Career Timeline



JK Tornel, Mexico City as **Vice President & Chief Financial Officer (Key member of the Leadership Team)**- Subsidiary of JK Tyres & Industries Ltd. India, is a US\$ 180 Mn company with three manufacturing plant in Mexico with 1200 employees. *Reporting to: Executive Director/CEO ; Scope: Leading and mentoring a team of 41 Finance & IT Professional*

Business Partner Role:

- Responsible for developing strategic plans for future growth of the organization. Responsible for formulation & implementation of corporate financial strategies.
- Working closely with Executive Director / CEO to monitor the strategic plans which are converted into Annual Operating Plans aligned with company's long term strategies. These are institutionalized by review mechanism.
- Driving cost reduction program by supervising the process of evaluating alternate cost effective source of supplies, Negotiating payment terms with key vendors etc. Approving major Capex and Operational Purchase orders. Driving internal operation efficiencies viz: supply chain initiative. Oversee the development of annual operating plan and costs management in alignment with company's mission.
- Provide critical financial and operational information to the Executive Director / CEO and Management and make actionable recommendations on both strategy and operations.
- Co-Responsible for overall P&L on Topline and Bottomline. Driving improvement in profitability by implementing strategies of consistence growth in Profitable sales. Driving profitable sales by working closely with Head sales & marketing to evaluate profitable sales. Constant interaction with Key customers to maintain relationship, negotiate price, volume & payment Terms. All sales orders are approved by me before it is invoiced.
- Driving Collection target and manage working capital. Develop mechanism to collect old & sticky Receivables. Oversee the legal process of collection from Old Receivables.
- Evaluating key Sales proposal from pricing, product & payment terms perspective for consistence improvement in profitability and Topline. Provide necessary support to the Executive Director / CEO in situations of collaborations with external organizations viz: OEM proposal / Institutional Sales.
- Lead Budget and forecasting process. Support Operations planning with accurate financial forecasting and Fund management. Formulate and evaluate all financial planning activities / processes including operating and strategic plans forecasts.
- Develop and execute analysis of various business and operational initiatives including cost savings initiatives. Responsible for overseeing and approving the key vendor negotiations. Direct interaction with Key vendors to maintain relationship.
- Developing rolling forecasts for cash flow, profit & loss projections for review by management;

Financial Management & Fund Raising:

- Reviewing financial results; undertaking year-on-year, monthly, quarterly comparison of company performance both in terms of the top line and bottom line.
- Analysis and assessment of capital required over the plan period and arranging finance
- Responsible for long & short term fund raising with multi National Bank, foreign exchange management, economic & industry comparisons, business MIS and reviews. Currently working on raising US \$ 52 Mn. debt with SBLC.
- Managing Banking relationships at a senior level. Working closely with external lawyers for completion of documentation for loan agreement.
- Develop and maintain accurate and effective financial statements.
- Responsible for internal Audit, External Audit, Statutory audit and Corporate Group Audit.
- Driving Risk Management and mitigation plan across the organization.
- Responsible for Insurance portfolio across the organization
- Develop efficient and effective accounting systems.
- Leading the design of optimum capital structure and financial strategy for the company keeping in mind capital expansion for existing business, investment in new businesses/projects, and short-term cash optimization.
- Timely reporting of various financial and other business related information that forecasts the company business activity as required by financial regulation both internally and externally.

Compliance & Corporate Governance:

- Responsible for governance and manage the Compliance and Regulatory issues.
- Complying with the requirement of Listing Agreement from the perspective of Subsidiary of the Listed holding company.
- Responsible for complete tax planning, tax compliance and monitoring other taxation issues for the company.
- Responsible for Tax Assessment for income tax and Value Added Tax.
- Responsible for Expat Immigration compliance and Social Security compliance.
- Working closely with External firm for secretarial compliances viz: board minutes, Shareholder meeting minutes etc.

Information & Technology:

- Responsible for overall IT deliverables for the JK Group companies in Mexico
- Responsible for SAP implementation at JK Ternel group of companies in Mexico



Feb'12 – Jan'15

CEAT, Sri Lanka (JV between CEAT India and Kelani Tyres, Sri Lanka), **Colombo** as **Chief Financial Officer**. CEAT Sri Lanka is a US\$ 100mn company with four manufacturing unit. It is a market leader in Pneumatic tyre Industry in Sri Lanka having an overall market share of 46%.

Reporting to: MD/BOD/Audit Committee; Scope: Maintained relationship with Joint Venture Partners; mentored a team of 35 Finance, IT & SAP Professional

Role:

Responsible for Accounts, Finance, Auditing, Banking Relationship, Treasury, Taxation including tax planning, working capital management, Annual Budgeting & Rolling Plan, Information & Technology of entire CEAT Group in Sri Lanka.

Selected Accomplishments:

- Worked as **Project Director** for SAP implementation across CEAT Tyres, Sri Lanka Group of companies
- Secured finance worth US\$ 4 Million through introducing new bankers with competitive rates and thereby reducing the overall borrowing cost.
- Introduced financing scheme for vendors which reduces their cost of borrowing and thereby benefitting the company. Availed maximum income tax benefit to the extent of US\$ 1.5 Mn through investment and restructuring the group structure
- Improved working capital by applying strict controls to all facets of business thereby reducing the working capital funding to almost negligible level (from US\$ 7.5 Mn to Nil)

Oct'07 – Jan'12

Raychem RPG Pvt. Ltd. (JV between RPG group and Tyco Electronics, Germany), **Mumbai** as **Divisional Manager - Corporate Finance**. M/s Raychem RPG Ltd, a US\$ 120mn company, with five manufacturing unit and various offices across India and overseas. It manufactures and trade in industrial products & services.



Role:

- Drafted Monthly MIS of 5 SBU, 13 Mini SBU & 5 manufacturing location; analyzed performance – Actual Vs Budget
- Established robust process for OPEX control & capital expenditure and FA accounting & capitalization of Greenfield Projects
- Statutory Audit & Internal Audit,
- Integrated newly acquired business within shortest time frame
- Conducted valuation for above business in close co-ordination with Consultant Worked as:
 - Finance Domain Expert in Oracle Financials implementation
 - Member of “Young Leader at RPG”; program aimed at developing high potential professionals
- Defined roadmap & implemented the locational finance function at various manufacturing plant level
- Collaborated with International Auditors representing JV partner
- Headed CFT for drafting OPEX control measures and process mapping of Order to cash

May'05 – Sep'07

RPG Enterprises Ltd., Mumbai as **Senior Manager - Corporate Finance**



Role:

- Reviewed business strategy of the entertainment sector of RPG Group, conducted market analysis to restructure company business model
- Assessed Group's fermentation business, division of RPG life science and analyzed current profitability and future growth of the business line
- Rationalized Group's Power Cable business by evaluating various options to formulate a strategy to revamp cable business
- Responsible for the Accounting, Audit, Taxation of one of the Group's Public listed company along with its NBFC (Non-Banking Financial Corporations) subsidiary while complying with various Statutory, Stock exchange listing requirement & Central Bank's requirements.

Mar'04 – Apr'05

Ernst & Young, Mumbai as **Executive - Audit & Assurance**

Role:

- Managed monthly stock and receivable audit report, Lenders MIS, Pre - Audit Report and Compliance & Monitoring Report on Agreement for Utilization of Receivables of Ispat Industries Ltd. among the largest steel manufacturing company in India.



Entrepreneur Experience

September 2002 – February 2004

S. Mahendra & Co., Chartered Accountants, Kolkata, India as Partner



Professional Affiliation

- Associate Member of the **Institute of Chartered Accountants of India**; *since September 2002*

Trainings

- **Certified CII Assessor for Organizational Excellence**; as a Lead assessor conducted assessment of Phillips Carbon Black Ltd., KEC International Ltd. and Spencer's Retail, Retail Arm of RPG group.
- Outbound Training Program on "**Leadership Impact & Influence**"
- Training Program on "**Emotional Intelligence**" & "**Leadership development Program**"



Personal Details

Date of Birth: 1st June 1978

Languages Known: Hindi, English & Bengali

Nationality: Indian

Marital Status: Married