



Professional Profile

Accomplished professional with 16 years of core experience to Manage & control B2B/ order to cash Management, AR & AP Operations Management | Credit Controls & risk Management | Working Capital Management | Customer Service Management | Contingent Liability Management | Sales Budget & Sales Accounting Management | SOX and FEMA/EDPMS & IDPMS Management | Export trade Management | International & Domestic letter of credit Management | Legal Dispute Management | Audit Management | Export Incentive Management | C&F Management & Inventory Management.

Able to drive "value" and have the ability to work in tough situations & delivers desired result.

RAYSINGH SINGH

FINANCE MANAGER- REGION INDIA/MIDDLE EAST/EUROPE

CONTACT



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EXPERTISE

Working Capital & Cash
Flow Management.

AR Reserve, Past-due,
& DSO Reduction.

Credit Controls & Risk
Management

Contingent Liability &
Commercial controls

Export Trade
Management of EBRC,
EFIRC, EDPMS & IDPMS.

EDUCATION

Mumbai University 2011 – 2014
Master of Finance Management-MFM

Mumbai University 1998 – 2002
Vikas Night Collage Commerce & Art

Bachelor of Commerce -B.COM
Accounting & Economic

Mahadev Upadhyaya-
Hindi High School 1987– 1997

Language Fluency
English | Hindi | M

ERP Knowledge:
SAP/ BI/ OS /Get-Paid/ MS-Excel/ Black Line

WORK EXPERIENCE

FINANCE MANAGER

Pentair Water (India) Pvt Ltd
(Corporate Office-Goa)

Mar 2016 – Present

- **Treasury /Cash Flow & Working Capital Management:** Review bank rates & convert the foreign currencies/ review monthly inventories/cash /disbursement & collection report and manage company's working capital requirements & cash flow statement.
- **Account Receivables Operations Management of \$60 Million Business:** Heading, India /Meddle east & Europe AR, collection, customer disputes, legal matters, past due reduction & DSO reduction/ customer master management. Responsible to set-up Team KPI's, review the team KPI monthly/quarterly & monitoring expected deliveries from the team & rating annually.
- **Contingent Liability & Commercial Management:** Responsible to review & mitigate risk involved under all types of contingent liabilities. Advise to BU leaders / Project leaders on payment terms, LC terms, maintain standard languages for all type of bank guaranties/LCs/ corporate promissory notes. Approve issuance of bank guaranties as per delegation of Authorities (DOA). Review all international & Domestic Letter of Credits (LC), advising LC amendments to sales managers to mitigate LC risk.
- **Credit Controls and Credit Risk Management:** Heading India & Meddle east BU credit control & risk mitigation policies in line with corporate credit compliance. Responsible for Review & recommend suitable payment terms to BU heads. Review all BU credit line approve/ reject the credit line based on the customer's credit worthiness & payment performance. Responsible for review & approves Tire 1 & 2 customers financials status & advising BU heads on mitigation of credit risk/ reduction /addition of credit line. Set-up credit team KPI and review the expected deliveries.
- **Foreign Trade Incentive & Compliance Management:** Heading export trade team, Set-up team KPI and review the expected deliveries. Monitoring all USA, EU compliance adherence, ensure timely lodgement closer of export & import bills collection of EBRC/EFIRC. Adherence FEMA compliance and review and manage (SOX /FEMA/EDPMS & IDPMS) closer reports.
- **Sales Budget v/s per-post sales schemes Management:** Responsible to control & mangle all sales schemes & sales budget, approve exceptional schemes as per BU leaders recommended, review monthly provisions and accounting entries.
- **Inter Company AR/ AP/GL reconciliation Management:** Intercompany AR/AP entries match, review GL balance and monthly IC mismatch reports.
- **Statutory Audit:** Managing relationships with auditors at an operational level. Assigned audit schedules and ensuring timely submission of all the audit schedules. Posting JVs as per INDAS advised by auditors.
- **Notable Key achievements:**
- Collected pending C-forms of INR 800 Million (FY 2010 -2017) & minimised Sale Tax net liability of INR 84 Million.
- Added net earnings of INR 13 Million from export incentive schemes FY 2016-2019.
- Closed export bills from EDPMS for preceding 3 years. Established paperless process wit AD bank. Managed litigation of FED and removed entities from RBI caution list & reporte default AD bakers to RBI to FED department.
- Reduced AR past due % from 40% to 16% (during last 5 years), Reduced DSO from 86 to 54 days. Enhanced cash flow by 15% YOY. Recovered INR 6.5 Million in 2016-17, INR 15 Million in 2017-18 & INR 28.3 Million from defaulted customers.

Core Competencies

- Strong interpersonal skill.
- Drives deliveries.
- Excellent people management skills.
- Good communication skills.
- Strong interpersonal skill.
- Competent knowledge of FEFA, regularly deal with AD banks/ FED & RBI officials.
- Competent knowledge of international & domestic Letter of credit & stand by LC.
- Attended 4 days Global Credit Conference (training program) during 2016 in London (UK).
- Completed 6 months of 'extensive training program for Performance Accelerator & Capability Enhancement

Pervious Key achievements

- XOS against export pending bills by preceding 10 years closed 100% in 2 years.
- Reported fraud claims & visit reports to management & saved net cash INR 7.5 Million during 2.5 years' service. compliance must be meeting & robust control on C&F Agent.
- Efficiently manage & handled supply chain functions (inwards & outwards of 1500 MT stock Per Month.
- Identified & reported fraud case of promotional stock worth INR 5 Million.
- Competently handled Insurance claim of INR 35 Million against fire case of Bhiwandi warehouse. Successfully collected 90% from insurance claim / 20% from saleable stock & 30% from liquidated stock.
- Handled APMC inspector come for seal warehouse, resolved matter in same day without seal the Bhiwandi warehouse.
- Managed Matadi Kamgars for Panvel & Bhiwandi warehouse.

REFERENCES

Assistant Manager-Finance Owens Corning (India) Pvt Ltd May-2010-Feb 2016 (Corporate Office-Mumbai)

- **Working Capital Management:** Responsible to maintained monthly inventories/cash /disbursement & collection report. Submission of working capital & cash flow report to senior management.
- **Account Receivables Management of \$110 Million:** Responsible to manage India AR, collection, customer disputes, legal matters and reduction of past dues and DSO / create customer master after all due diligence.
- **Commercial Management:** Responsible to manage and review the payment terms and advising sales manager to use the suitable terms. Responsible to review bank guaranties application & process issuance. Review all International & Domestic Letter of Credits (LCs) & advising LC amendments to mitigate LC risk.
- **Credit Controls and Credit Risk Management:** Responsible for yearly credit review as well as extension of credit line to all customers. Reviewed annual financial reports of all customer's, analysed business trends, payment tracking and financials status and submission the review reports to senior leadership team to obtained decisions.
- **Foreign Trade Incentive & Compliance Management:** Custodian of all E-BRC & FIRC EDPMs for export sales of goods & services. Working with Exim Team to avail export incentive schemes, ensuring adherence to FEMA compliance, co-ordinating with AD bankers/ maintaining effective relationships with AD bankers.
- **Sales Budget v/s per-post sales schemes Management:** Responsible for engaging with the Sales manager for sales incentive budget v/s actual utilization/ marketing budget v/s actual utilization. Adherence to policies followed by all GBUs.

Executive- Finance Nivea India Pvt Ltd Jan 2008- April 2010 (Corporate Office-Mumbai)

- Responsible to creating primary & secondary schemas at India level as per approved budget & pricing.
- Custodian of all TOT & MOU, review monthly basis all TOT agreement, conducted surprise visits at modern/ retailer trade partners to validate products displayed as per TOT.
- Review of all actual claims submitted by Distributors/retailer/trade partners. Review all due diligence of all claims & approve /Reject claims.
- Responsible for Account Receivables of INR 150 Million, efficient manage AR reports to management with specific comments.
- Reporting fraud claims reports & to management for disciplinary actions.
- Negotiating with C&F Agents for cost efficiency, Approving C&F expenses.
- Conducting internal stock audits at C&F depot.

West Region Accountant Cargill Foods India Pvt. Ltd Jan 2003–Dec 2007 (Mumbai Regional Office)

- Competently to manage logistics and warehouse portions (loading/ unloading & billing) from Bhiwandi depot (80000sqft) as well as Panvel depot (50000sqft).
- Controlled all reported vehicles from factory at depots for unloading, arranging vehicles' for loading to meet the dispatch plans.
- Competently control inventory management, damage stock & replacement, / sales return, sales of liquidated stock & distribution of promotional stock.
- Responsible to execute daily/ Weekly shipment plans, collect all orders from distributors (Maharashtra/Goa/Gujrat & Madhya Pradesh), timely dispatch all the orders as per plan schedule.
- Responsible for creating invoice entries in the ERP system and circulating invoice copies to respective customers & ensuring sales entries posted in all the appropriate debtor's account.
- Manage to control region petty cash, sales & distribution expenses.
- Efficiently to control C&F agents, review & approve C&F expenses.
- Handled WH agreement, APMS/ Fire brigade & shop & establishment licence.

Available on request.