



RESUME

Name: **Anand A. Gholap**

Date of birth September 28, 1974

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Career objective:- Add value to the organization & achieve process improvement while aspiring for professional growth through creative and challenging assignment and in process build new competencies for self.

Strengths: -

- Analytical & number crunching ability
- Self-motivated & 'Never Say Die' attitude
- Excellent essay writing skills
- Thinking big & innovative
- Ability to perform under pressure situations
- Ability to grasp new things at faster pace
- Proficiency with IT systems
- Networking
- Professes credo "*Question the perceived limits*"

Area of Interest/specialization: Business Feasibility studies, Strategic initiatives and implementation, Corporate Finance, Project Finance, Risk Identification and Risk Management, commercial-legal, Financial/control system designing & implementation, Accounting, Costing, Taxation

Summarized industry/work experience

Present

Employment:

Organization:

Hind Terminals Private Limited

One of the top logistics conglomerate having CFS and Rail operations apart from warehousing
Working since February 2013 (*promoted thrice during span of six years*)

Designation:

Vice President–Finance & Accounts

Reporting to Group CFO, and to Chief Executive Officer cum Executive Director on strategic matters.

Major
achievements at
job:

- Identification of opportunity area and new avenues for incremental revenue earning and implementation thereof.
- Successfully handled TWO M&A transactions right from identification of target through their due diligence to completion of acquisition including structuring of transaction & raising funding for the same, integration of operation for achieving synergy & eventual merger with parent company.
- As a part of project management, got FOUR logistics park in addition to a Horticulture project, up & running by helming the lead role in all aspects of project including project feasibility studies, fine tuning business model, land acquisition, fund raising, project implementation & capitalization.
- Structured business deals to infuse equity & to raise funding through overseas at optimal cost & T&C & thereby saved tax incidence of close to Rs. 20 Mn.
- Conversion of Project Term Loan having stringent & restrictive operating conditions to a simpler equipment re-finance at much better rates and minimum collateral & with relaxed covenants.
- Structured a new business model of strategic partnership with competitors on profit sharing basis rather than JV to optimize earnings with no incremental capex & administrative requirements.
- Steered land acquisition of over 300 acres across different States including legal due diligence & all related regulatory aspects thereof in time bound manner.
- Devised & pursued with large PSU insurance company for a package policy specific to logistics industry thereby achieving operational efficiency & led to saving in premium outgo close to 32%.
- Revamped contracts formats & other such legal documents to make them more business amenable & indemnify company's interest.
- Re-structured transport units optimally considering cross border transaction & tax angles.
- Raised more than Rs.1,100 Cr with mix of fund based & non-fund based limits, including restructuring of loan as well as for expansion drive, including non-fund based limits at most optimal terms & under innovative structures. Devised innovative ways for funding for trailer purchase.

- Negotiated & finalized loan agreements with largest private sector lender at favorable terms & also helped in syndication of the facility across multiple lenders.
- Ensured issuance of duty scrip under SEIS scheme from DGFT despite grey areas over eligibility.
- Taken major IT initiatives for the organization such as designing IT Disaster Recovery system, Business Intelligence System and Contract & Document Management System.
- Conceptualization & implementation of projects including conducting feasibility studies, developing business model, acquisition of land with handling of allied regulatory compliance issues, facility construction phase till formal project commencement and implementation of vision of Management.
- Managed to retain credit rating in A category despite turbulent business environment & less than anticipated business performance.
- Strategized & successfully implemented horticulture & floriculture project by dirtying hands.

Previous job:

Organization:

HansaVision Pvt Ltd, part of R K Swamy BBDO Group (May 2006 till February 2013)

(One of top ten advertising agency in India)

Organization:

P&O Ports Group (September 2001 to May 2006)

September 2001-P&O Group, Unit-NSICT (Mumbai), Jan 2004 to April 2004 P&O Group-Regional Office (Mumbai) as Finance Manager & May 2004 to June 2006 P&O Group MICT (Mundra-Kutch, Gujarat).

Designation:

Novacell Life Sciences Limited (Aug. '98 to Aug. '01)

512, Tulsiani Chambers, Free Press Journal Marg, Nariman Point, Mumbai – 400 021.

General Manager-Finance, (Head of Department)

Reporting to regional Finance Director-Mumbai on strategic issues & to Chief Executive Officer for day to day container terminal operations as well as Container Freight Station (CFS) operations.

Major achievements at previous jobs:

- Designed & implemented internal control system & Standard Operating System (SOP) for each business

vertical having different business model, for robust MIS & control system.

- Raised finance through innovative structured products, at competitive cost, for meeting working capital requirement as well as project funding.
- Budget control system designing & implementation
- Fund pooling arrangement across the terminals resulting in lesser interest cost
- Planning & laying out blue print for planning & operations of CFS business in Mundra.
- Achieved closure of EPCG license from DGFT ahead of scheduled & there by reduced contingent liability
- Presented paper with analysis of costs into fixed cost & variable cost, facilitating implementation of cost control measures
- Achieved substantial cost reduction on fuel cost by analyzing the trend & modifying the crane engine mechanism in collaboration with engg. dept.
- Identified additional revenue source from port authority & negotiated a contract with port authority for the same.
- Achieved cost reduction through operational analysis & innovative contracts such as trailer hire, outsourcing of labor & other admin jobs
- Implemented ERP system “PeopleSoft” in minimum time
- Conducted workshop on “finance for non-finance” to induce atmosphere for cost reduction among staff.
- Presented paper to management on advantages of converting manufacturing unit into 100% Export Oriented Unit (EOU), which was accepted by management. Instrumental in handling this change management.

Recognition at work:

Selected for special certificate program-‘*Advance Leadership Program*’ in 2003 conducted by P&O Ports Institute, Sydney, Australia, which gave me new outlook & facilitated my ascent in the P&O Group.

Present Remuneration:

- Rs. 66,08,000/- p.a. (Gross fixed pay, inclusive of company share of PF & performance bonus)

Academic & professional background: -

Exam	Date of passing	Marks obtained	Institute/University
PGDBA-Finance	Dec. 2013	First Class	Welingkar Institute of Management, Mumbai
CA (Final)	Nov. 1997	57%	Institute of Chartered Accountants of India
CA (Inter)	Nov.1995	52%	Institute of Chartered Accountants of India
B. Com	April 1995	66%	University of Mumbai
CA (Foundation)	June1993	Pass	Institute of Chartered Accountants of India
Std XII (HSC)	Mar 1992	70%	University of Mumbai
Std X (SSC)	Mar 1990	82%	Maharashtra Board

Personal & Family Background:-

Spouse	Monali Gholap
Occupation:	Japanese Language Professional – Working on free-lance basis.
Son	Master Arnav Gholap (Age 16 Yrs)
Occupation:	Studying Science
Father:	Late Dr. Achyut S. Gholap Food Technology scientist. Retired BARC official. Part of irradiation project of Govt of India for increasing shelf life of food items including fruits
Occupation:	Faculty for SNTD & other vocational study colleges on Food Technology.
Mother:	Asha Gholap