

RAJESH KUMAR MOHAPATRA MBA (Finance) & ICWA

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Aims to part in Good Governance, Compliance & controls, Responsibility of sound and ethical Financial Management & Reporting with High Business Integrity.

ABRIDGEMENT

- ⇒ A qualified **ICWA & MBA (Finance)** with over 17+ **years** of qualitative experience in managing various aspects of **Corporate Finance & Reporting, Hard Core Plant Accounting & Commercial, Budgeting and Planning** in Manufacturing, Apparel and IT Industry in well-known organizations in India. Have strong understanding of finance function and capable of building up the system right from scratch, highly process oriented and believes in constant process improvisation
- ⇒ **Currently associated as Finance Controller (DGM CADRE) with Raymond's Limited- Garmenting-Export Division, based at Head office- Bangalore.**
- ⇒ Developing strategies for sustainable value creation;
- ⇒ Supporting the governing body and senior management in making decisions and facilitating the understanding of performance of organizational functions or units;
- ⇒ Coordinate with functional stakeholder to develop the monthly and quarterly plans in sync with AOP, with rigor on bottoms -up approach.
- ⇒ Asset and liability management, managing risk in relation to setting and achieving the organization's objectives, and implementing and monitoring effective internal control systems;
- ⇒ Ensuring relevant and useful internal and external business reporting
- ⇒ Balancing short-term concerns and pressures, such as managing cash, liquidity, and profitability, and long-term vision and sustainable region success
- ⇒ Engaging and communicating effectively with colleagues, customers, suppliers, and other internal and external stakeholders.
- ⇒ Accountable for developing and managing all financial processes of the listed entity in line with business strategy, plans and processes, while ensuring adequate financial controls, discipline and statutory compliances.
- ⇒ Continuous tracking of key financials and business metrics, accurate reporting and circulating the same to relevant stakeholders at requisite time intervals.
- ⇒ Develop a deep understanding of business drivers and leverage that to create views for creating actionable plans.
- ⇒ Participate and drive standardization automation projects for process efficiency.
- ⇒ Do scenario analysis and develop business plans on product enhancement or business initiatives, present to top managements with analysis.

KEY ACHIEVEMENTS

- ⇒ Partnered with business to drive the growth and ensure to deliver on the financial commitments – Revenue, Net operating Income and Market Share in the East Region. Top Line up by 14% and EBIT up by 2% and Market share by 3 Basis points.
- ⇒ Successfully Implementation of GST and E way Bill across the Manufacturing Units, AWs etc.
- ⇒ Refund of Fiscal Benefits/ Incentives in ORISSA, BIHAR and ASSAM- Almost Rs 100 Crs refund executed.
- ⇒ Streamlined F&A process across all location with accurate and timely Accounts payable, operations
- ⇒ Developed a system of monthly analysis of overheads and benchmarking against the inter divisions. Implemented Cost center wise expenses tracker. Unit wise Reduction of Rs 2 Crs Per Annum.
- ⇒ Closure of erstwhile Tax Assessments with NIL DEMAND.
- ⇒ Successfully Implemented CEP (Cost Efficiency Program) across the units in the East Region. Resulted savings of Rs 15 Crs Per Annum. Majorly Change in Fuel, Implementing Automation, Improved Plant Operational Efficiency etc.
- ⇒ Recently Setting up Commercial controls in Green field Projects and their stabilization – Orissa and Assam units
- ⇒ Managing directly a team of 17 members of Professionals and Accountants. Indirectly a team of 48 members in the region.

KEY STRENGTHS ACROSS ASSIGNMENTS

Accounts/ Auditing

- ⇒ Oversees financial and accounting controls and standards, and ensures timely financial and statistical reports for management and/or Board use.
- ⇒ Hands on and overall responsibility for company financial statements, billings, collections, and accounts payable.
- ⇒ Control of day to day accounting activities including control over payables and receivables, Inventory.
- ⇒ Ensure appropriate compliance on all statutory and financial obligations (taxation, accounting, etc.) as per I GAAP, IND AS and the company act etc.
- ⇒ Exposure in making the Internal Audit Policy at the Region level for implementation across the manufacturing units with a clear purpose of audit, Scope of audit, audit object, organization & responsibility lines and frequency of audit.
- ⇒ Conducting verification of various books of accounts to detect any possible fraud and ensuring that accounts prepared conform to accounting standards.
- ⇒ Examining & evaluating financial systems, management procedures, and internal controls to ensure that records are accurate & controls are adequate to safeguard against fraud / misrepresentations.
- ⇒ Cost monitoring of the programs already launched w.r.t the agreed budgets of the program. I.e. preparing budget Vs actual weekly and alert the management of any deviation from budgets.
- ⇒ Developing, implementing, and ensuring compliance with internal financial and accounting policies and procedures.
- ⇒ Ensure that record keeping meets the requirements of auditors and government agencies, maintain relations with external auditors and investigate their findings and recommendations.

Commercial Operations

- ⇒ Ensuring complete managements of commercial process in place and provide timely feedback to top management. Ensure proper SOPs are being adhered.
- ⇒ Supporting business development efforts related to scope, pricing, and terms, as well as contract development and negotiation.
- ⇒ Supervising and actively leading business partnering and driving strategies that results in the most profitable opportunities for the company, leveraging customer and product mix, pricing decisions, and value communication.
- ⇒ Responsible for setting metrics for financial success, devising insightful MIS, investigating the feasibility of existing and new service offerings, and assessing business profitability from existing and new clients
- ⇒ Exposure in Financial Planning, MIS, and Budgeting, Finance Cash Flows- majorly financial forecasts, annual plan/budget, long-range plan and programs associated with driving business growth and productivity etc.
- ⇒ Ensure renewal of all statutory licenses related to Factory and Depots like PCB, FSSI and W&M etc. during set up of new green field units.
- ⇒ Ensure important check and balances at Store/Warehouse thru Commercial Audit Checklist.

MIS

- ⇒ Making analysis of the MIS and suggest the measures to be taken for overall improvement in Financial Management with special thrust on cost reduction & optimization of Financial resources.
- ⇒ Compiling of data & providing assistance to the Division CFO for MIS & Audits with complete analysis.
- ⇒ Generating Management Information Reports & monitoring movement of key business indicators viz. Debtors control & Fund Flow management to facilitate decision making process by the Top Management and also ensuring Timely Submission of these financial Statements.
- ⇒ MIS on Legal Notices, Statutory compliances

Finance/ Fund Management

- ⇒ Monitoring cash flow of the company to review the cash position and forecast funds required for numerous expenses.
- ⇒ Oversight of bank receipts, payments and control through regular bank reconciliations and review, liaison with banks for new debt lines, compliance with repayment terms, investment of surplus cash.
- ⇒ Taking adequate measures to ensure timely receipt of payments.
- ⇒ Managing funds & disbursement of funds, thereby monitoring accessories purchase.
- ⇒ Preparing financial statement which includes Balance Sheet/ Income statement / statement of cash flows and other financial reports etc.
- ⇒ Build relationship with key bankers and financiers in the region and identify optimal cost of borrowing.

Risk management and statutory

- ⇒ Arranging insurance for the assets and liaison for claims, etc.
- ⇒ Timely Filing of all the statutory tax return and compliances.
- ⇒ Liaison with banks, tax authorities, auditors and other external agencies

Taxation

- ⇒ Knowledge on GST and their transitional provisions,
- ⇒ Exposure in Tax assessments and their proceedings.
- ⇒ Indirect taxes planning. Audit of indirect taxes records; furnishing of details; attendance and completion of indirect taxes assessments and appeals.
- ⇒ Providing guidance to all plants on Excise, Customs, Service tax, Sales tax & VAT and GST, E Way bills
- ⇒ Plant visit, periodical audit of excise, customs, service tax, sales tax, & records of statutory compliances.

Team Management

- ⇒ Leading, training & monitoring the performance of team members to ensure efficiency in accounts and finance operations and for meeting the deadlines on time frames set for MIS and statutory reports.
- ⇒ Attending weekly management meetings, establishing coordination with departmental managers for effective functioning and output of results as desired by top management.
- ⇒ Good leadership qualities and interpersonal skills to lead a team of junior level managers, and develop team members; and interact with people at all levels across the organization.
- ⇒ Customer (internal & external) mindset and ability to work seamlessly with other support functions and business divisions in order to drive Finance & Accounting priorities as well as meeting the overall business objectives
- ⇒ Be actively involved in marketing for talent to build a strong and successful organization with the appropriate talent capacity and expertise

EMPLOYMENT SCAN

Raymond Limited – Garmenting Export Division- Bangalore

From Dec 2018 onwards

**Deputy General Manager – Finance & Commercial
SSAL/CAL and DMAPL**

Raymond Limited is a leading Indian Lifestyle, Textile and Branded Apparel Company, with interests in Engineering (Files, Power Tools, Auto-Components), Garmenting FMCG and Realty etc. The Group has its corporate headquarters at Mumbai.

Role:

- ⇒ Monitor and maintain Finance standards, financial analysis and report, taxation, insurance, credit control, accounts payable and receivable, inventory and cost control and budgeting and forecasting.
- ⇒ Preparation of budget and monitoring and evaluate the current performance with budget. Identify the variance and monitoring the action plan.
- ⇒ Period-end closer process – Inventory / Fixed Assets, Controlling and coordinating for Multi-country subsidiary's operations and compliances and MIS Preparations and circulation
- ⇒ Inventory Accounting, Contribution analysis of Products & consumption analysis to drive targets. To provide the Product Costing of products manufactured.
- ⇒ Exim function, Logistics, Licenses applications and redemptions, procurements, co-ordinations.
- ⇒ Coordination for DGFT related matters like AAL (Advance Authorization Licenses), EPCG (Export Promotion Capital Goods) and Incentives schemes.
- ⇒ Supporting the various project being undertaken for cost rationalization and efficiency.
- ⇒ Analyze cash flow trends analyze the company revenues, liabilities, credit conditions and other financial indicators to forecast it's short, medium- and long-term cash flow position.
- ⇒ SAP implementation in garmenting business with Group support,
- ⇒ Interact with business team / Operations teams & communicate the MIS & cost analyses. Participate & contribute in process improvement & cost reduction initiatives.

- ⇒ Ability to build strong working relationships across the leadership group to enable interactive, proactive actions in areas affecting the operating results.
- ⇒ Creating a utilization universe and cost-to-benefit bubble map through analysis that will guide BU team while deploying resources thereby improving gross margins.
- ⇒ Deliver superior results, through structured approach on all matters, responsible for acting within company's ethical framework.
- ⇒ Ensuring effective management of availability of funds & forex and timely closing and reporting to management for company and all its investments.
- ⇒ Identify opportunities for sharing/benefits (Synergies) across geographies and/or businesses (business partnering) even at an operational level.
- ⇒ Managing relationships with banks, creditors, analysts & rating agencies identifying and assessing various debt and equity instruments to effectively meet defined business objectives by raising fund at minimal cost.
- ⇒ Ensuring full utilization of IT for business benefits and strengthen processes and controls.
- ⇒ Ensuring company conforms to the requirements of corporate governance and complies with all statutory requirements.
- ⇒ Design and implement SOP and charter of authority across the company for tight control and smooth functioning of the business.
- ⇒ Implementing effective costing system for determining cost at various stages, and monitoring various overheads and achieving optimum cost control.

Britannia Industries Limited, East Region- Kolkata

June'12 - Dec 2018

Regional Commercial Finance Head

A leading FMCG Company in India in bakery and Fresh foods division. Having a turnover of Rs 10000 Crores and covered almost 42% market share in India. Rated as No 2 Trusted Brand in India and No 1 Food Brand.

Role:

- ⇒ Establishing Commercial Process in Green Field Projects and ensure 100% compliance as per the statutory norms and the Govt Act.
- ⇒ Proper authorization of all Capex Expenditure and analysis of payback, IRR etc. Ensuring capital expenditure Approved limit within (+/- 5%).
- ⇒ Monitoring Ageing and Non-moving stock status and removal of those with proper write off approval etc.
- ⇒ Financial planning, Budgeting and Forecasting, Variance analysis and review of Profit & Loss Account, Cost Analysis and Cash Flow Statements etc of the Orissa Green Field Plant.
- ⇒ Prepared Monthly Review Packs on KPIs like Actual with Budget/Forecasts, with previous months and earlier years; any foreseeable Risks and Opportunities to business, Revenue & EBIT Walks, Profit by Functions, Cash Flows, Debtors and Capital Expenditures. Monthly Analysis – MIS on P/L, Margin, Budget Vs. Actual, Expense Variance, Capex Status.
- ⇒ Overseeing Accounts responsibilities including Finalization of Books of Accounts, executing plans & reporting to Top Management.
- ⇒ Preparing budget Vs actual daily and alert the management of any deviation from budgets.
- ⇒ Experience in AP, AR, Cash & Bank Reconciliation and other transactional accounting activities.
- ⇒ Experience of having inter branch trade and balance reconciliation with in the BIL group.
- ⇒ Exposure to transfer pricing and managing accounts in a cost-plus setup.
- ⇒ Exposure to lead process improvement initiatives and business metrics development
- ⇒ Coordination with Internal/ Statutory auditors for Internal / Statutory audit functions & finalization of accounts within time bound schedules.
- ⇒ Providing guidance to all plants on Excise, Customs, Service tax, Sales tax & VAT.
- ⇒ Monitoring proper availment of Cenvat credit on inputs, capital goods, service tax credit & VAT credit of the locations.
- ⇒ Statutory compliance in respect of Customs, Central Excise, Service Tax and Liaising.
- ⇒ Capex and new projects including CERs need to be documented in SAP for budget /PO and capitalization process.

- ⇒ Active member of project management committee, work out IRR/Pay back analysis/time cost trade off /Crashing of projects, Capital Budgeting/ annual Budget preparation and present it to the Corporate Office.
- ⇒ Driving towards FISCAL BENEFIT for ORISSA, BIHAR and ASSAM under Industry Promotions.

Cambridge Solutions Limited, Bangalore
Finance Manager – ITO Division-India

Aug'09-June'12

*~ CSL is a large Business Process Outsourcing (BPO) and broad-based **Information Technology Outsourcing (ITO) Solutions Company**. Mission is to add tangible value to the business of its clients in every engagement, through innovative and efficient execution, keeping ethics, values and people resources at the forefront.*

~ Cambridge Solutions' IT services are focused on Insurance, Financial Services, Banking, Manufacturing and Logistics, Public Services and Emerging Markets such as Real Estate, Healthcare, Media and Entertainment.

Role:

- ⇒ Strengthening systems and controls and continuous monitoring for improvement in Corporate Accounting standards exclusively ITSS Divisions.
- ⇒ Contribute in business by reducing cost by efficient planning and practices.
- ⇒ Analyzing accounting data/MIS and monitoring performance of various divisions. Periodic visits to other units across India for in-depth examination of records and corrective actions.

Key Achievements:

- ⇒ Successfully used quality tools and SOPs to establish error free F&A processes and reduce cycle timer.
- ⇒ Implemented statutory tracker across all locations within division.
- ⇒ Managed a team of 8 Members

Wipro Ltd (CCLG Division), Bangalore
Feb'07-Jul'09
Accounts Manager

~ Consumer care and Lighting Division.

~ A leading manufacturing Company certified by IMS in India in FMCG sector.

Role:

- ⇒ Cost monitoring of the programs already launched w.r.t the agreed budgets of the program. I.e. preparing budget Vs actual weekly and alert the management of any deviation from budgets.
- ⇒ Interaction with statutory authorities, bankers, customers and Vendors for relationship management and settlement of accounts.
- ⇒ Guiding a team of senior level accounts executives and accounts managers at various plants, divisions, group companies.
- ⇒ Preparing project reports, financial projections/CMA, and raising funds for working capital and projects on favorable terms; ensuring good credit rating; and maintaining excellent relations with banks/financial institutions and investors.
- ⇒ Manages the overall activities of the functional area with control of budgeting, staffing, planning and managing expense priorities. Recommends and implements changes to methods of performing work. Provides input to policy development to manage risk and exposure for the company.
- ⇒ Capex and new projects including CERs need to be documented in SAP for budget /PO and capitalization process.
- ⇒ Active member of project management committee, work out IRR/Pay back analysis/time cost trade off /Crashing of projects, Capital Budgeting/ annual Budget preparation and present it to the Corporate Office.
- ⇒ Identifying critical processes that require immediate evaluation to ensure the underlying controls are adequately designed and operating effectively. Identification of Control Gaps and control risks.

~ A leading FMCG Company in India in bakery and Fresh foods division. Having a turnover of Rs 3000 Crores and covered almost 41% market share in India.

Role:

- ⇒ MIS reports include analysis of variances in manufacturing location, sales & distribution and overheads.
- ⇒ Perform financial analysis including the company's operating results by geographic regions and individual business units.
- ⇒ Analyses options for company improvement on expenses, prepare product line profitability analyses.
- ⇒ Plan, develop and maintain company budgets and forecasts including monthly, quarterly and annual reports and work with department managers to improve accuracy of the forecasting process.
- ⇒ Forecast projections for sales, expenses and cash flow.
- ⇒ Implement corporate policies and procedures; ensure effective operational internal controls.
- ⇒ Analyses and redesigns Accounts payable processes in order to drive process optimization and standardization and build a world class P-2-P process.
- ⇒ Analysis of inventory level and valuation of material issue.
- ⇒ Determining the cost of material purchase.
- ⇒ Discrepancy in stock taking.
- ⇒ Element wise breakup of inventory.
- ⇒ Departmentalization of overheads.
- ⇒ Reconciliation of Debtor's & Creditor's account, ageing analysis of debtor's placing orders on behalf of Commercial Dept. for procurement & erection.
- ⇒ Looking after TDS matters and filling periodical returns for IT & ST.
- ⇒ Preparation of Profit & Loss of accounts.
- ⇒ Reconciliation of cost ledger with General ledger extracts.
- ⇒ Overseeing the activities related to followings:
 - Auditing-Statutory and Internal.
 - Excise matters.
 - Third party operation and accounting including excise Audit by the department.
 - CPPE analysis
 - Review cost centre in SAP
 - Maintain FA register in SAP.

~ A leading Bharat Electronics Limited (BEL), the Premier Professional Electronics Company in India which has the distinction of being the first defense PSU to acquire operational "Mini Ratna" status, declared an all-time high dividend of 50% for the fiscal 2001-02. BEL has adopted the total quality managing statutory management (TQM) approach.

Role:

- ⇒ Cost Book-keeping of Integrated and Non-Integrated Accounts.
- ⇒ Preparation of Cost Sheet, Production and Manufacturing Accounts.
- ⇒ Valuation of Inventory under FIFO, Weighted Average Method.
- ⇒ Product/Job Costing as well as Process Costing.
- ⇒ Apportionment of Joint cost allocation of overhead expenses.
- ⇒ Computation of Labour hour rate per unit of product.
- ⇒ Treatment of under/over absorbed overhead.

- ⇒ Reconciliation of cost ledger with General ledger extracts.
- ⇒ Adequate Maintenance of cost records.
- ⇒ Finalization of WIP and Finished goods at the qtr end.
- ⇒ Inventory control system under ABC, VED&FSN method.
- ⇒ Key or limiting factor analysis.
- ⇒ Executing transfer pricing issues including TP audit & Expatriate employee Income tax matters.
- ⇒ Aiding for the Finalization of books of Accounts & various Audits.

STRENGTH

- ⇒ Analytical, dynamic with problem solving skills to manage situations.
- ⇒ Good communication & team management skills leading, guiding and motivating a team for achieving targets.
- ⇒ Interaction with multiple agencies and leveraging on them to achieve day to day deliverables.
- ⇒ Energetic and capable of energizing others, confident, self-driven, comfortable with working in teams.
- ⇒ Good business acumen.
- ⇒ Good Decision-making capability and time management and fast learner.
- ⇒ Strategic Planning with Long term Approaches
- ⇒ Familiar with SAP/ ERP Environments + S4 HANA

PROFESSIONAL/ACADEMIC CREDENTIALS

Cost Accountancy	Institute of Cost and Works Accountants of India, Kolkata with 56%/ FY 2006
MBA (Finance)	Utkal University, Bhubaneswar with 70%/FY 2001
M Com (Accountancy)	Ravenshaw Deemed University, Cuttack with 72%/FY1998
Bachelor of Commerce	Utkal University, Bhubaneswar with 70% with Distinction. /FY 1996

COMPUTER PROFICIENCY

- ⇒ Working Experience with S4 HANA, SAP3 MYSAP, ERP Platform.
- ⇒ MS Project, MS Office, Good hold in Excel and power point presentations.

PERSONAL VITAE

Date of Birth : 17th July 1976
 Sex : Male
 Marital status : Married
 Interests : Reading, Music and Cricket
 Permanent Address : C/o- SAI JYOTI APARTMENT, FLAT NO- ½, First Floor, NandanVihar, Kalarhanga, Patia, Near Big Bazar, Bhubaneswar-751024, Khurda, Orissa
 Present Address : C/o- Prestige Monte Carlo, Flat No- 10303, Block-Riviera, Third Floor, Doddabolapur Main Road, Yelahanka, Bangalore, Karnataka-760 064.