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| +91 9830016709  biswajeetsarkar.bs@gmail.com; biswajeetskolkata@gmail.com  **Core Competencies**     |  | | --- | | * **Strategy / Policy Formulation** | | * **Financial Control & Leadership** | | * **Global Operational Effectiveness** | | * **P&L Ownership & Growth Strategy** | | * **Financial Planning & Control** | | * **Strategy / Policy Formulation** | | * **Accounts & Finance** | | * **Profitability Analysis** | | * **RERA, FCRA, Lokpal & Lokaukta, FEMA and RBI** | | * **Fund Management** | | * **Auditing & Internal Control** | | * **Receivable & Payable Management** | | * **Taxation** | | * **MIS Reporting/Documentation** | | * **Bank Credit & Funds Mobilization** | | * **New System Implementation** | | * **HR & Administration** | | * **Team Management/Trainings** |   **Soft Skills**    **Education**     * **Diploma in Management** in 1999 * **CMA (ICWA)** in 1998   **IT Skills**     * MS Office Suite (Outlook, PowerPoint, Word & Excel) * Accounting Software: Tally & ERP   **Domain Expertise**     * Heavy Engineering Manufacturing * Construction EPC * Project Consultancy * Textile Manufacturing & Retailing * Apparel Manufacturing * Retailing & Export * Real Estate * Education & Hospital under Charitable Trust * FMCG * Hospitality * Packaging & Logistics * Service Industry   **Personal Snippets**     * **Date of Birth:** 10th March, 1968 * **Address:** Shibalik, 144, Purbaloke, Mukundopur, Kolkata-700099, India * **Languages Known:** English, Hindi & Bengali | **Profile Summary**    A dynamic professional with nearly 3 decades of progressive experience in financial and operational excellence in global multi-million dollar organisations in diverse industries in India. Cross-cultural leader with strong exposure in strategic & financial planning for start-ups, complex restructuring, expansions, large scale business transformations and business advisory roles. Expertise in managing business demand by balancing external client delivery, internal revenue growth, cost reductions and effective risk management. Comprehensive experience in spearheading the Finance Function of multiple complex contracts with large annual revenue, with experience in improving contract profitability & control posture and preventing revenue loss. Excellent track record of driving overall financials with high focus on improving operational efficiency and cost optimisation; championed in achievement of the sales turnover worth ₹95Millions for the newly launched line of Business (158% of the optimistic target).within a short span of 7 months.  Found innovative means to fund financial needs of the organization at difficult times. Well versed with IFRS, IGAAP & GAAP. Successfully reviewed & enhanced all financial procedures and internal controls, automated and integrated financial information systems, prepared financial forecasts with coordinated budget projections and developed a plan to finance significant unfunded capital authorizations. Successful in garnering a surplus of INR 6 Million (2%) by way of cost reduction on Operating Costs; also amplified huge corpus of funds through external & internal sources towards Running Projects & Business Working capital. An enterprising leader with excellent decision making, controlling & problem solving skills; holds the distinction of being recognised for best performance by several employers.  **Work Experience**    **Since Jul’18: Silicon Safepack Pvt. Ltd.(Manufacturing, Packaging & Logistics) as Head – Finance & Accounts**  *Executes Works from Kolkata, Jamshedpur, Pune, Lucknow, Jabbalpur, Panthnagar, Ahmedabad & Chennai*  **Dec’16-Jun’18: Kishorilal Shyamsunder Group (Star rated Apparel Export House)**  **Apr’01-Dec’16: Goenka Group (Textile), Kolkata as Chief Accountant**  **Nov’91 - Apr’01: BHPV Ltd. (a subsidiary of BHEL Ltd.), Visakhapatnam as Manager – Finance**  **Key Result Areas:**  *Managerial:*   * Driving achievement of business growth & profit goals by formulating & implementing strategic financial solutions and business policies, procedures & systems for tracking financial operations * Translating business vision and strategy into operational tactics; facilitating business transformation and productivity initiatives in a manner that systematically improves operational execution; driving business process improvements, improving quality, and reducing total cost of ownership * Developing, analysing & implementing budgets; monitoring budgets for deviations, conducting variance analysis and making recommendations for new or revised budget norms or procedures * Overseeing the smooth execution of all legal contracts & financial covenants including treasury activities and building relationships with      * Bankers & other statutory bodies * Providing strategic consultation & guidance on financial and contractual matters; implementing cost control measures for improvement in bottom-line * Administering Project Finance functions encompassing negotiations, analysis of proposals, and settlement of debts; facilitating delivery of a strong corporate governance framework that ensures compliance with statutory obligations and meets stakeholder expectations; managing the full spectrum of company secretarial matters   *Functional:*   * Performing the key role of validating business plans & commercial strategies for maximizing profitability & revenue generation in line with corporate goals * Creating budgets & conducting variance analysis to determine difference between projected & actual results and implementing corrective actions for the same * Working in the capacity of Architect of Accounting & Financial; compliant of GST & Project Accounting, Strict Development & Enforcement of SOPs to instil accounting discipline and mitigate risks & revenue leakage * Ensuring maximization of return on invested funds by identifying ideal investment opportunities, maintaining a cordial relationship with concerned * Heading valuation functions involving determining financial objectives, designing & implementing systems, policies & procedures to facilitate internal financial control * Established and implemented internal control disciplines throughout the division to maintain integrity and accuracy of financial reports * Conducting due diligence exercise to provide information and insight on the operations * Restoring financial health of the company through the following initiatives: * Controlling all receivables, payable and assets (tangible and intangible) * Establishing a working relationship with bankers, suppliers and workers; negotiated settlements and restructured financial liabilities with bankers, suppliers, statutory agencies * Developing and presenting a revival business model to Financers and Regulatory Agencies * Resolving numerous pending legal, statutory, direct and indirect tax cases and ensured a fresh start to operations; arranged finance facilities for the re-commencement of business * Recognizing variances with the plan and suggesting continuous improvement processes   **Commenced career with BHPV Ltd. (a subsidiary of BHEL Ltd.), Visakhapatnam as Accounts Officer from Nov’91** |