**Pawan Trivedi**

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18+ years of progressive professional experience in finance with added experience in business operations in start-ups and established organizations. Seasoned professional having hands on experience in finance management (finalization of accounts, finance control, business planning, contract finalization & governance, financial analysis, budgeting, receivables & Billing) and Business Planning & operations to drive growth, increase efficiency and bottom-line profits. Strong qualification in developing and implementing internal controls & process in Finance, SCM, IT, Customer Care functions. Possess solid leadership, communication, and interpersonal skills to establish rapport with all levels. Visiting faculty in Indian Institute of Chartered Accountant [ICAI] and speaker in international Telecom event.

**Career Path**

**Startup Organizations**

* **Mobipro Innovation Pvt. Ltd** Director Finance, 1 year
* **RI Networks Pvt. Ltd** GM Finance, 1.2 years
* **Datacom Pvt Ltd** SM Finance 0.5 years
* **Roshan** (Afghanistan) Manager Finance 0.9 years

**Established Organizations**

* **KJCO** CA firmPartner (TMT & IP) 3 years
* **Airtel** DGM Finance & Operations 9 years
* **Aircel** AGM Finance 1.8 years
* **HFCL Infidel Ltd.** AM Finance 1.3 years

**Professional Accomplishments**

* Successfully handling the Liquor company (audited turnover Rs 650 cr) as Resolution Professional
* Setup Finance and SCM function in startups and finalization of accounts.
* Created significant Financial models (MIS) for finance & business teams for efficient & keen monitoring.
* Reduction of activity time in finance team through automation, from 2-3 days to 3 hrs.
* Established Internal audit & controls, process & policies & cost controls in startup and established companies.
* 100% collection of IUC receivable from BSNL & private operators.
* Bad debts reduced upto 0.5% & Reduction of churn by 35% and increased retention by 45%.
* Receivable’s collection increased from 65% to 78% with due date.
* Part of Biggest Telecom/ICT/TMT event brand “India Mobile Congress” for South Asia countries.
* Redefined way of working & capability of 356 employees in Airtel.
* Increased data business revenue growth ($ 8.5 mil) & volumes from 1x to 2x
* Identified 500+ clusters & 1 million accounts as part of Business Planning (New 25k customers)
* Incremental YOY 5% growth in revenue through specific programmes planning.
* speaker in international Telecom event.

**Certifications**

* 2018 ICAI Blockchain
* 2016 ICAI Forensic Accounting & Fraud Detection
* 2011 Six Sigma - Green belt
* 2002 TBMS telecom billing system

**Other Skills**

* Oracle Financial/SAP/Tally - accounting module
* SQL, ACL (audit command language), Excel, MS-Access,
* FMS- fraud management system from Subex.

**Education**

* 2019 IBBI Insolvency Professional
* 2012 IIM Ahmedabad MDP
* 2004 IIM Kolkata YPP
* 2001 ICAI FCA
* 1998 Jiwaji University B. Com

***Experience in Established Organizations (15 + years)***

**Khandelwal Jain & Co. [KJCO] Chartered Accountants (3 Years) Partner (TMT & IP)** (Feb 18 - March 21)

Providing consultancy and developing strategy for cost reduction, revenue enhancement/ assurance, collection & process/system automations, special/forensic audit, project review / management, financial / business controls for telecom and services industries.

As RP it is the prime responsibility to ensure that company should continue as going concern, in this process I am managing the finance, accounts, compliance and factory operations (with the help of professionals).

**Airtel (9 years) DGM Finance & Operations** (Aug’10-aug 15), (Aug’06-May’08), (Aug’03-Nov’05)

**Finance**

Successful at building and leading a high-performance finance organization for a company. Combines strategic and tactical financial expertise with strong qualifications in business development, operations P&L management and corporate governance. Record of reversing financial declines and capturing significant cost reductions through process redesign and performance enhancement. Skilled at partnering finance with core operations and developing productive cross-enterprise alliances.

Major

* Finalization of company accounts.
* Strategic & operational support to CEO in key decisions.
* Set-up and reengineering of receivables & billing operations.
* Created various models for MIS Reporting and Annual Budgets.
* Ensured effective internal controls and Compliance through process.
* Productively evaluated revenue, tariff proposals, business CAPEX proposals at national & circle level.
* Reviewed & prepared financial accounts, financial reports (MAPA), cash flow and budget to enhance business performance.
* Driven team for timely Compliance of GST/ income tax and other taxes.
* Designed programs on cost reduction processes and implemented the same by analysing the cost (CAPEX and OPEX).
* Implemented Fraud Detection process
* Six sigma projects to enhance business performance and processes.
* Developed process for Revenue Assurance and Fraud detection to ensure there is no revenue leakage.
* Ensuring timely Compliance of Revenue Assurance reports for management review.
* Lead the team for system implementation in post-paid billing, settlement of international interconnection revenue, workflow, accounting, etc.
* Efficiently optimized cash receivable collection policy & processes to increase due date collection.
* Lead the team for effective and error free billing.

**Operations**

Created “Go To Market” strategies for B2B segment to identify business opportunities & business models at corporate clusters (national) to increase higher penetration of multi products. For indirect sale rafted national channel sales strategies for 1400 partners for data & voice and eventually increased productivity in sales & collection. Motivated direct sale team to ensure higher revenue penetration & better key account management in B2B segment through capability building.

Major

* Prepare monthly, quarterly and annual sales forecasts & Monitor and analyse performance metrics and suggest improvements.
* Revenue enhancement by usage & retention activities.
* Negotiate and close agreements with large customers by providing timely and effective solutions aligned with clients’ needs.

Establish productive and professional relationships with key personnel in assigned customer accounts

* Perform research and identify new potential customers and new market opportunities.
* Guidance to channel partners, for capability building which resulted to incremental sales for higher profitability/ ROI.
* Lead the way in developing & implementing capability training programmes for sales and customer care team.
* Prioritization of customer requirements and ensuring high CSM Scores (customer satisfaction) & Designed and implemented Customer “Work Flow Management”.

**Aircel (2 years) Regional Controller Finance**: (Dec’08 - Aug’10)

Successfully outsourced Billing & Revenue Assurance activities to E&Y and KPMG. Leading a team for timely completion of all revenue assurance activities and settlements with VAS vendors. Moderated with managed IT partner, VAS managed partner, IN procurement. During the tenure established revenue assurance, internal audit and billing processes and VAS department.

**HFCL Infotel Ltd. AM Finance** (May’02- Aug’03)

Responsible for timely preparation of customer Billing and Reconciliation between the systems to ensure same set of information in every system.

***Experience in Startups Organizations (3 + years)***

**Mobipro Innovation Pvt. Ltd (COAI) Director Finance Operations**:(Feb 17- Jan 18)

Provided leadership, management, and vision to successfully organize the first edition of “India Mobile Congress (IMC 2017)”, the biggest ever event of telecom/ICT/TMT industry. Ensured timely finalization of company accounts and timely management reporting & taxation/legal/statutory compliances. As additional responsibility was engaged in direct concept selling to sponsors and exhibitors for participation in IMC. Participated in selection process for speakers in IMC.

**RI Networks Pvt. Ltd GM Finance Operations**: (Oct 15- Dec’16)

Provided strategic oversight in finance and operation of the company. Responsible for timely finalization of company accounts, “annual & quarterly” financial planning & budgeting and management reporting, SCM and Human Resources functions. Implemented financial control/tools to provide accurate information. Ensured correct and timely preparation of “Books of Account”, taxation and legal/statutory compliances. Established, directed, organized and synchronised the finance, HR & supply chain functions of the organization by applying financial/accounting principles. Drafted revenue assurance and fraud detection process and implemented the same in billing system.

**Datacom Pvt Lt. Senior Manager Finance**: (July’08 - Dec’08)

As green field company we have set up the internal audit practices and part of core team for contract negotiation with various vendors for tower, revenue assurance, billing and ERP. Developed & implemented IA reports and standards and was actively involved in drafting of various processes for Finance & Revenue Assurance and implemented in IT system.

**Roshan Telecom (Afghanistan)** **Manager (Receivables & Billing):** (Nov’05- Aug’06)

Successfully established billing and receivables department in Kabul. Ensured timely settlement of International partners for IUC and Roaming. Implemented Fraud Detection process in revenue assurance department.