|  |  |
| --- | --- |
| abhijitbishnu@hotmail.com   * +91-9545512506     Pls. insert photo | |
| **Top Management Professional | Finance Controller**  **Multinational Experience**  **Strategic Financial Accounting | Commercial |Treasury Management | Budgeting | Statutory Compliance**  Location Preference: Metro cities  **Executive Profile**   * Rich background with **over 22** years of experience in managing all aspects of Finance including financial planning & analysis, accounting, working capital management, Credit management, budgetary control, Indirect taxation, audits, Pricing, regulatory compliance, corporate governance and due diligence. * Evaluating financial implications of investments in new projects and providing recommendations to stakeholders. * Designing and implementing accounting systems & procedures as per regulatory and legal requirements including Accounting Standards / Audit & taxation * Involved in setting up of new processes in the organization * Experience in improving of working capital. * Expertise in ERP design Process Automation with due diligence. * Experienced in projecting accurate cash forecast to ensure that there is no shortage in hand & taking adequate measures to monitor inflow / outflow of funds towards accomplishment of objectives. * Applied advanced skills in financial analysis such as budget setting, expense variance analysis & financial consolidation; investigated and resolved potential revenue leakage areas * Managed teams in setting inspirational goals, defined KPIs & metrics for the team and ensured achievement of the goals while collaborating with senior & board level management team in decision-making process | **ABHIJIT BISHNU**    **Key Impact Areas**  - **Strategic Financial Accounting**  **- Commercial Management**  **- Annual Reporting**  **- Process & Efficiency Improvement**  **- Due Diligence**  **- Treasury Management**  **- High Level Business Negotiations**  **- Corporate Finance**  **- IFRS**  **- Direct and Indirect Taxation**  **- Cost Analysis and Presentation**  **- Team Building & Leadership**  **Soft Skills**  **Leadership**  **Collaborator**  Visionary **Strategist** Analytical  **Motivator**  Team Builder |
| **Recent Career Timeline**  Syngenta India Ltd  **Agrinos India Pvt Ltd**  **Exxon Mobil Lubricants Pvt Ltd**  Caprihans India Ltd  ccc    **2019 – 2020**  **2004 - 2019**  **1998- 2004**  **1997 -1998**  2005-2019  2005-2019  1998-2004  1997-1998 | |
| **Education & Credentials**   |  |  | | --- | --- | | * Cost Accountant from Institute of Cost & Works Accountant of India in 1998 * Bachelor of Commerce from Kolkata University in 1988 |  |   **Professional Experience**  **Since Sep’19 to October ‘20 Agrinos India Pvt Ltd as Finance Controller with HR responsibility based at Delhi.**  **Key Result Areas:**   * Timely preparation of month end P&L, Balance sheet and management notes as per accounting practices and standards(IFRS). * Preparation of Fund flow and cash flow statement including fund application and movement analysis. * Timely preparation of annual income and expenditure budget based on business plan and past trends. * Manage budget and ensure minimal negative variances. * Participate in business strategic planning process and define strategies and business plan for the organization. * Define and monitor internal KPI’s (working capital ratio, interest cost, debt/equity ratio, based on plan and performance. * Present financial report to management on monthly/quarterly/yearly basis. * Supervise cash management activities ensuring cash flow is appropriate to support company obligations, maintain obligations to banking relationship. * Establish, maintain and monitor capital expenditure budget and the adherence thereto. * Ensure effective internal controls are in place and that there is compliance with all Accounting standards. * Manage relationship with External and internal Auditors of the origination. * Acquisition – Assist sponsor in due diligence financial modeling, participate in discussions with target companies and their advisors, lead discussion with bankers and financial advisors to properly evaluate, analyze and structure financing. * Monitor monthly inventory – RM,PM & FG defining the expiry and effective utilization of the same reducing wastage. * Defining and monitoring all the pricing, Cogs analysis between Standard and Actual, customer profitability on monthly basis, Inventory, Debtors and Creditor movement analysis to define Working capital updates. * Handling taxation matters including Liaoning with Tax authorities both Direct & Indirect tax as well as legal compliance. * Placing & ensuring adequate insurance for all credit risks of the Company, ensuring adequate coverage for all risks like * Supervising & handling the payroll of local staff, Policies preparations and circulations. * Presenting decision support to the management with right business ideas for tapping right in organic growth opportunities, analyses and submit financial proposition for new projects * Emerging as SPOC between Finance and Commercial team, following up for collections, submission of weekly / monthly reports as per requirement, Addressing financial propositions /issues with proponents.   **Since Jun’18 till May’19 Syngenta India Ltd as Finance Business Partner based at Pune**  **Key Result Areas:**   * As a member of the business team, playing a vital role in the turnaround of the Commercial Unit by relentlessly pursuing key performance barometers * Supervised all commercial negotiations in pricing, discounts ,credit proposals * Preparation & co-ordination of Internal audit Company as per local laid down guidelines * Presenting monthly MIS to the management on performance, variances, capacity utilization, sales, consumptions, overheads analysis * Executing daily funds management, payables, receivables, dealing with banks for trade finance. * Streamlining the receivables & payables, monitoring the inventory & receivable levels, DSO alerting the management on alarming levels of working capital deficiency. * Placing & ensuring adequate insurance for all credit risks of the Company, ensuring adequate coverage for all risks like * Analyzing CAPEX controlling & monitoring, monthly price fixation for pesticides, Customer quote evaluations * Supervising & handling the payroll of local staff * Presenting decision support to management with right business ideas for tapping right in organic growth opportunities, analyses and submit financial proposition for new projects * Ensuring support towards smooth submission of GST returns on monthly basis. * Emerging as SPOC between Finance and Commercial team , following up for collections, submission of weekly / monthly reports as per requirement, Addressing financial propositions /issues with proponents.   **Jun’16 to May’18** Syngenta India Ltd – Territory Finance Credit Manager based at Pune  * Ensure standardized TFCM processes based on the Global Trade Finance Credit Management Policy * Provide business partner(s) with full information on the risk and receivable status of individual customers as well as on the overall quality of its customer base in the country * Develop and implement adequate Risk Mitigation Schemes based on the Global Trade Finance Credit Management Policy * Analyze critical and/or strategic customers, timely reporting to Business Units and initiation / coordination of measures to reduce risk exposure * Propose change to channel policy * Defines country TCM roles & responsibilities in line with the organizational structure * Ensure that the country sovereign risk is properly addressed to the country management team to be reflected in all operational decisions. * Ensure monitoring of Price volume variances on monthly basis. * Supporting in achieving budgetary control in line with sales target and Commercial Unit Function Cost. * Co-coordinating with Commercial Unit Team on monthly performance review with respect to Revenue, Rebates and Function Cost. * Being a core member of GST team support in smooth transition of GST across the country. Key responsible area in GST – Sales and Distribution   **Jan’11 to May’16**  **Syngenta India Ltd – Accounts Receivable Manager India based at Pune**   * Customer Credit master data: adapt and maintain * Customer Credit Risk Assessment * Maintain AR ledger and apply cash (customer account management including posting) * Credit Dispute Management * Documentary operations * Order hold- and release process * Manage dunning and collection process * TFCM Policy * Internal Control Framework – SOX Compliance * Audit – Internal Group Audit/ Statutory Audit   **Jan’05 to Dec’10**  **Syngenta India Ltd – Commercial Controller based at Kolkata**   * Preparing SBU budgets for the immediate & mid-term. * Working in close coordination with the Sales & Marketing Managers on SBU level forecasting. * Validating & finalizing the monthly/quarterly/annual accounts and the overall financial operating plan for the SBU. * Applying the required controls and policies related to inventory management for the SBU * Defining:   + Credit policy for the SBU including the fixation and control of the credit ceiling for each customer.   + Product specific credit periods if required within HQ policy. * Managing credit risk/ receivables & devising action plans in consultation with the sales team for improving collections based on ageing analysis. * Ensuring compliance with local regulation with relation to all sales tax, service tax and other tax matters. * Designing pricing strategies/ schemes & ensuring efficient SBU level transactional processes. * Overseeing timely completion of order management, invoicing, settlement of credit/debit notes, processing of payments related to customers’ accounts & pricing configuration and maintenance under SAP SD module. * Applying the required price discipline related to price approvals for specific products and customers & ensuring a feedback mechanism on impact of pricing decisions on Gross Profit.   **Previous Experience**  **Exxon Mobil Lubricants Pvt Ltd based at Gurgaon**  **Aug’98-Dec’04 as Regional Accounts Manager**  **Highlights:**   * Maintaining accounts in JD Edwards & Tally simultaneously as per Indian and US GAAP. * Managing Internal Audit and Inventory Audit with the auditors PWC. * Handling independently the total indirect tax of eastern and northern India. * Preparing management reports on monthly basis including regional margin, net realization values, statements of operating expenses, cost analysis, cost control etc.  Caprihans India Pvt Ltd **Aug’97 - Jul’98 as Accounts Executive based at Kolkata**  **Highlights:**   * Spearheaded Finance and Accounts division for the East India * Streamlined the Indirect Tax functions, built accounts structure for the organisation   **IT Skills**   * MS Office suite of products. * ERP Platforms: SAP R/3 | |
| Personal Details  Date of Birth: 16th October, 1966  Permanent Address: 6A, Panditia Road, Flat # 2D, Kolkata -700029  Present Address: Same as Above  Languages Known: English, Hindi & Bengali  Passport Details: P3198023 valid till 4th Oct’26 | |