

**DEEPAK B ASOPA**

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# Exploring position across any industry with a view to add further value to the company and foster growth.

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**PROFESSIONAL SYNOPSIS**

* CA, CS, CWA, CIMA (Lon.), MBA FINANCE from Shivaji University & B. Com from Karnataka University.
* Senior professional with 17+ year’s comprehensive experience in overall Business & Financial management.
* Demonstrated abilities in managing financial operations and accelerating the business growth.
* Possess leadership expertise of staying Focused on the “Big Picture” while designing the overall business strategies & developing operational plans.
* Expertise in improvising of Business Operations - Resource Optimization, Expense Management & Cost control
* Have a strong Business inclination with a result oriented approach.
* Proficient in developing & streamlining systems with proven ability to enhance operational efficiency.
* Possess significant leadership experience to lead by example and can motivate Teams across levels for achieving superior performance.
* A dynamic go getter, quick learner and a consistent performer with keen desire to take on new professional Challenges & deliver results under diverse situations.
* Confident to deliver results & add value to any organisation.
* Effective Communication, Organizational, Leadership & Interpersonal skills.

**STRENGTHS**

* Believes in continuous learning and an innovative approach; detail oriented with an analytical bent of mind and positive attitude
* An analytical mind with the ability to think clearly and logically.
* An effective communicator with strong team spirit, negotiation, coordination and analytical skills
* Ability to work accurately & within time & pay attention to details.
* A fast learner with excellent problem solving skills.
* A Client Driven Change Agent experienced in establishing & implementing Departmental Goals & Objectives, leading sales force towards targeted goals & designing successful Sales/customer service.
* Solution-focused Leader, experienced in communicating effectively with upper management, team leader, auditor, Vendors, customers, Dealers & Government Officers.

**PROFESSIONAL EXPOSURE**

**From September’17 – West Coast Paper Mills Ltd, Sr DGM F & A**

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# Reporting Authority: Sr. VP F & A

# Responsibilities:

**Overall administration and management of Finance and Accounts activities**

* Managing periodical Financial Statements, Budget, Statutory compliances, Coordination with various departments, dealing with Statutory & Internal Auditors and consultants/advocates in tax matters.
* Finalisation of Annual and Quarterly Accounts.
* Evaluation of new projects. Monitoring and control of Project Expenditure.
* Cash Flow Management.
* MIS and regular submission of relevant data to the higher management.
* Planning and executing Budgetary Control system. Reviewing and amending the system wherever required in line with organizational need and development.
* Budgeting and monitoring of Operational and Capital Expenditure. Review of variance in actual performance against Budgets/Targets.
* Management & administration of Materials Procurement system and Inventory Management.
* Implementation and preparation of monthly MIS, Internal control systems.
* Review & implementation of system for outsourcing of job contracts.
* Planned, directed, organized and synchronized the financial functions of the organization by applying financial /accounting principles.
* Raise Funds for Capex and Working capital purposes (Fund & Non Fund Based Limits)
* Issue of NCD’s, raising funds by ECB.
* Indirect and Direct taxation.
* Re-implementation of ERP system.
* Expertise in improvising Business Operation, Resource Optimisation, Expense Management and Cost Control.
* Legal matters.

**Key Contributions**

* Implementation of SOP’s & Internal Controls like IFC
* Reduction in Finance Cost
* Team Member in Acquisition of International Paper (IPAPPM)
* Team Member in raising NCD’s & CP
* Implementation of various systems across company in RM yard, Stores and Distribution
* Cost Reduction

**Prior Experience ( 11+ years’ experience in Pharma Industry)**

**Jan 2016 – Sept 2017, Kinedex Healthcare Pvt Ltd, Mumbai, India Head – Finance and Accounts**

# Reporting Authority: Executive Director

# Responsibilities:

* Overall responsible for planning, directing, organizing and controlling the financial functions of the organization.
* Fully accountable for analyzing financial reports, cash flow and budgeting reports and sharing the same with senior management executives in enhancing performance
* Plan and build qualified Annual Business Plan based on detailed analysis of previous and forecasted business performance.
* Lead role in advising around pricing for commercial contracts
* Responsibilities include preparation of annual and quarterly financials with preparation of Notes to accounts for each subsidiary
* Entrusted with the onus of monitoring inflow / outflow of funds while taking adequate measures to ensure utilization of funds.
* Entrusted with to oversee branding and marketing endeavors to ensure all efforts are aligned with business goals with Marketing.
* Provided contractual advice during the tendering process.
* Identified improvements to commercial procedures.
* Direct various programs to accelerate business from a financial perspective.
* Specifically responsible for preparation of various management reports and presentation for reviewing quarterly and annual performance of each division.
* Provide a financial overview and leadership for all major operating activities, including development of business/profit plans.
* Serve key role in the overall finance function, including product costing, cost audit and inventory control at various locations.
* Actively responsible for preparing cash flows for the company on a weekly basis with coordination of the sales team and also developing commission payable to sales team.
* Interface and coordinate with Bankers/Govt Authorizers/ Stakeholders and other external parties, etc.

**Key Contributions**

* Implementation of Systems & Internal Controls – Pan India levels which include:
* Distribution Department
* Implementing various HR Policies
* System development including costing, MIS and reports to foreign equity partners
* Implementation of ERP
* Profitability Analysis
* Cost reduction technique like DART
* Monitoring of budget and variance analysis with budgets
* Identifying the most and least profitable products
* Isolating causes of falling profit margins
* GAP Analysis
* Competency Mapping and Incremental policy
* Lead the team for customizing and implementing ERP package

**May 2010 to Jan 2016**

**Anglo French Drugs & Industries Ltd, Bangalore, India – Head -Finance & Accounts**

# Reporting Authority: CMD

# Responsibilities:

* Managing periodical Financial Statements, Budget, Statutory compliances, Coordination with various departments, dealing with Statutory & Internal Auditors and consultants/advocates in tax matters.
* Solely responsible for directing and controlling general accounting functions, including accuracy and timeliness of receivable function and overall monitoring of payroll, PF and ESI.
* Actively involved in debtors control & the fund flow management and setting weekly collection targets and driving teams to meet cash flow requirements.
* Worked with other department heads to determine company goals and KPIs.
* Actively involved in advising around pricing for commercial contracts.
* Analyzing the business performance, including the profitability, revenue, pricing and cost of goods sold.
* Played key role in handling operations in Singapore, Belarus & Myanmar and carrying out timely KPI based performance appraisals and providing feedback.
* Planning and executing Budgetary Control system. Reviewing and amending the system wherever required in line with organizational need and development.
* Evaluation of new projects.
* Monitoring and control of Project Expenditure.
* Budgeting and monitoring of Operational and Capital Expenditure. Review of variance in actual performance against Budgets/Targets.
* Interfaced and coordinated with Internal & Statutory auditors for Internal/ Statutory audit functions & finalization of accounts within a time bound schedule. Timely submission of the financial data to statutory/regulatory authorities.
* Monitored movement of key business indicators and oversaw implementation of agreed financial plans.
* Employed strong leadership skills in overseeing the administration function of the department and creditors and payables management. Accountable for statutory and legal obligations like TDS, service tax, VAT, ED including filing of returns.
* Utilized strong background in completion of statutory and internal audit without adverse remarks.
* Effectively liaised with credit rating agencies for obtaining the optimal rating.
* Efficiently liaised with statutory authorities, bankers, funding agencies and customers for settlement of accounts.
* Ensuring effective implementation of Corporate HR policies/procedures and to build and sustain performance oriented and conducive work culture.
* Planning and executing Budgetary Control system. Reviewing and amending the system as and when required in line of organizational need and development.
* Management & administration of Materials Procurement system and Inventory Management.
* Strengthened systems, policies and controls and continuous monitoring for improvement in business processes.
* Responsible for the financial restructuring of the company's long /short term debts.
* Regularly reviewed costs on a monthly basis and identified risk/opportunities.
* Effectively managed credit facilities with banks/funding agencies and filing needed informational inputs as per fixed periodicity.
* Worked closely with the management & all project heads to prepare detail sales plans and overall project wise budgeting and regular rigorous tracking of the same by comparing budgeted vs actual numbers on a quarterly basis.
* Coordination with various Government departments for getting required approvals and clearances.

**Key Contributions**

* Identified various gaps at product development, marketing and execution and helped company in preparing road map to fill those gaps.
* Trusted as a Key management representative to implement overall MIS system in the organization, including Accounting, Sales, Marketing & Finance & HRMIS.
* Implemented growth strategy by assigning goals to each department and continuously monitored goals to AFD company goals.
* Organized various cross functional and small group meetings.
* Applauded for opening of Subsidiary in Singapore, Rep Office in Belarus & Myanmar.
* Arranged term loans for a new project

**PREVIOUS EXPERIENCES**

Accounts Manager - S P Fabricators Pvt. Ltd. **(Dec 2009 to May 2010)**

Accounts Manager - Meyer Health Care Pvt. Ltd. **(Jul 2005 to Jul 2009)**

Audit Assistant - Batliboi & Purohit **(Jul 2001 to Jun 2003)**

Article Clerk - J R Gulecha & Co. **(Jun 1998 to May 2001)**

**ACADEMIC CREDENTIALS**

**CIMA |** London |2017

**CS |** ICSI **|** New Delhi |2017

**ICWA |** ICWA **|** 2015

**Chartered Accountant |** ICAI | 2013

**MBA in Finance and Marketing |** Shivaji University, Kholapur | 2005

**Bachelor of Commerce |** Karnataka University, Dharwad | 1998

**IT FORTE**

Operating System : Windows, E–Mail & other Internet Applications Application Package : MS Office (Word, Excel, PowerPoint, Access, outlook) Accounting Package : SAP & Tally, Oracle

**EXTRA CIRCULAR ACTIVITIES**

* In Charge for all kind of Cultural & Social activities conducted in college and society.
* Active Member for all cultural activities conducted in Anglo French Drugs & Industries Ltd.

**HOBBIES & INTEREST**

* Reading Nobel’s, Motivational Books
* Listening Music
* Travelling
* Adventure in Nature
* Playing Cricket

**PERSONAL VITAE**

# Date of Birth : 17th March Nationality : Indian

**Languages Known :** English, Kannada & Hindi.

**Marital Status :** Married with two Children.

**References :** Available on request

I hereby declare that all the statement made in this format is true to best of my knowledge & belief.

Signature