

RAMASWAMY RAJESH

Aiming to make significant and profound contributions to organization’s key strategic and technological Challenges, development and implementation of effective management that will provide value through knowledge building and innovation.

Understands intuitively what makes business prosper intellectual curiosity in the advancement of Technological changes.



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Work Experience

07/2010—till date Malaysia-KL- up to 2015/Chennai India

CFO—Seribu Bio SDN BHD

Group consists of FMCG/Capital Markets/  
Housing-Real Estate/ Agri-Farming

Identifying Investments that grows or have the potential to grow Quarter on Quarter consistently. Leadership  
Revenue Opportunities. Forecasts and Budgets ,Providing analysis on manufacturing,  
Supply chain, project costs Financial modelling including projections. Key deliverables  
For Productivity. Raising Funds with VC’s and banks.  
Proper Interpretation, Understanding, Implementation of VAT/GST  
Prioritizing the Finance function like Finance, Risk  
Management, Treasury, Derivatives, Accounting, Strong Modeling, Analytics,  
Planning and Analysis, Budgeting, IFRS , Commentator, Business Partner,  
Communication Scorekeeper, and Custodian. Strong Stakeholder of  
Management views and goals. Impetus Implementation on revenue generation ideas.  
Capital Markets, Equity.  
Tracking Ecommerce, Renewable Energy

Accomplishments

Setting up of Industries by following Due Diligence with Myanmar Investment Commission, Ministry of State,100% Foreign Investment on behalf of Malaysian/Myanmar Investors.

Also Advises and understand Treasury as Comprehensive Financial Management Tool. Basic areas include: Cash Management, Financing, Risk Management, Banks and Investors Relations.

08/2009—07/2010 Bahrain

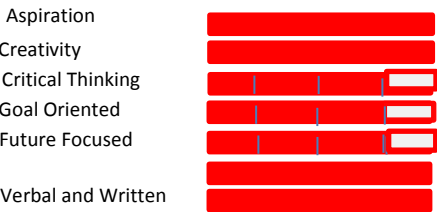
Finance Manager

Motor City (EK Kanoo Group)

Accomplishments

Provided key inputs for generating KPI’s in Oracle ERP, being lead user. Advised Credit department with robust approach to customer relations, increased credit period from 45 to 60 days for corporate/individual customers who were prompt and financially sound. Reflected increase in commercial vehicle sales.

Skills and Competences



Education, Achievements and Certificates

Bachelor of Commerce, Chennai University.1987-1991.  
Institute of Chartered Accountants of India(Final).1994-1997.  
Institute of Companies Secretaries of India.1995-2000.  
Making Sense of data (Google Certified).  
Accenture Alumnus. Murex, Calypso, SAP, Oracle Experienced

02/2009—07/2009Kuwait

Finance Officer  
Petrofac

Accomplishments

KPI has been increased from 62 % to 78% as the right approach towards Manpower has been rolled out and followed strictly for North Kuwait and West Kuwait Projects. This resulted increased revenue as it has been budgeted. Monthly closing of Kerridge (ERP)system and report to Dubai Office for consolidation.

07/2006—01/2009Doha, Qatar

Manager Accounts  
Audi Volkswagen-SBM

Accomplishments

Implementation of exhaustive credit policy successfully increased the sales revenue (18 Mios USD) remarkably with negligible bad debts (less than one per cent).Managed accounts receivable and through robust approach to customer relations, reduced credit period from 90 to 60 days. Teamed up with Internal Audit and 90 to 60 days. Teamed up with Internal Audit and improved the process for After Sales For example, proper allocating of manpower cost of parts, overtime, closing of job card after completion. Abolition of manual invoice, credit customer not given credit again without collecting the previous outstanding. Bank guarantee of 20 (MIOS USD) for second time has been sanctioned with reduced charges as repayments towards suppliers were on time for the previous guarantee availed. Effective utilization and allocation of realizations. Started from scratch, implemented systems, policies, process, controls, procedures and successful completion of statutory Audit within short period of time.

04/2005—06/2006UAE-Dubai

Finance Manager  
Prime Technologies—Currently Al Ghurair Group

Accomplishments

Key contributor to annual budget process, working with various department heads to review historical activities, trends & future obligations. Ensures operation of equipment by establishing preventive maintenance requirements and service contracts; maintaining equipment inventories; evaluating new equipment and techniques. Managed physical inventory process and identified warehouse layout improvements that increased efficiencies and alignments with financial ledgers.

01/2004—03/2005Bangalore, India

Client Financial Management  
Accenture

Accomplishments

Successfully learned knowledge transfer from client (Excel Logistics) of Accenture in United Kingdom and trained 5 working professionals in India within a period of three months’ time. Budgeting for all AFS(Accenture Financial Services-India).Working in SAP.

Languages

EnglishTamil

Valid Driving License  
India, Qatar ,Bahrain

Interests

Entrepreneurship, Mentoring, Philanthropy, Technological Advancements for the upliftment of Human mankind, Startups, E-Commerce, Healthcare, Agriculture, Energy Renewables, Gardening.

References

Mr. Chandra L Ram Prakash  
President Seribu Bio & Eco Soil

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01/2000—12/2003Chennai, India

Anagram Securities-Stock Broking

Investment Analyst

Accomplishments

Information Technology has been witnessing 20% CAGR every quarterly, the market price has been dictating huge premium for the growth which has not been justified. Huge windfall profit has been made to clientele by taking deep out of the money options in-put.

Mr.Moniatis Stelios  
Managing Director—Audi Volkswagen  
 +35799657455

02/1998—02/1999Chennai, India

Finance and Secretarial Officer

Sundaram Brake Linings

Accomplishments

Preparation of MIS reports, Stock reports, Variance analysis. Handled independently entire cycle of shares related issues for the secretarial department .Played important role for identifying the dutiable and non-dutiable inputs and segregated source documents in such a way that the entire process can be understood easily for audit purpose apart from calculation of duty purpose which is of vital importance to both the management and for excise department.

Mr. Karsten Seehusen  
Head of after Sales Audi  
 +49 162 4987268

09/1994—10/1997Chennai, India

Article ship Trainee

Brahmayya & Co Chartered Accountants

Accomplishments

Internal and Statutory audit for various clientele. Learned the basics and later lead the team during my final year of article ship for internal, statutory and tax audit.

## Projects Involving Bank Financing/Game Changing Contributions

Audi Volkswagen: Qatar:

Banks: International Bank of Qatar (IBQ-Qatar) and Citibank (Dubai-UAE)

Value: 20 MIO USD; Bank Guarantee, Renewed Second Time Based on Prompt repayments, compliance of agreements

Team Size: 14

- Managed agency roles on project financings
- Managed communications between the borrower-(Audi Volkswagen) and the bank syndicate, handling waivers where required. Evaluate risk/return parameters of financing transactions.
- Assisted the Chief Executive Officer with gathering and checking information about the progress .
- Assisted in the development and continued cultivation of client relationships
- Carried out regular covenant compliance checks
- Created and Maintained internal monitoring databases
- Handle the formalities for facilities that are prepaying
- Acted as a primary point of contact for external parties in relation to the ongoing management of the loan
- Updated internal project ratings
- Analyzed historical financial statements
- Project Performance – Utilize existing systems and/or establish new methodologies and metrics to monitor on-going project performance.
- Accounts Receivable - Coordinated among appropriate individuals to make certain that outstanding receivables are being pursued.
- Unbilled Labor - Coordinated among appropriate individuals to make certain the billing of all open time charges is completed expeditiously.
- Billing Terms – Review new contracts for billing terms and contract values to make sure that they are properly reflected in the company's accounting system, and that scheduled rate increases are properly implemented.
- Reporting - Develop and maintain the necessary tracking and reporting systems to insure execution of the above tasks as well as the dissemination of project performance information to company and project management.

Petrofac:

Kuwait : Petrofac and KOC (Kuwait Oil Company)

Team Size: 11

- Mostly related to Invoice raising and revenue recognition, as the invoice raising/booking is complex in nature as it is solely dependent on the completion of the work that has been agreed in the Contract.
- Understand the agreed and written contract with Kuwait Oil Company (Govt Sector) and raise invoices for Fixed, KPI, MEW (Measured Extra Works) accordingly.
- Invoice raising is directly related to Manpower (Time Sheets, Technicians ,Project Leads) Involved in the various Work Orders apart from the fixed one. Errant mix of Manpower will reduce the revenue and will subsequently impact KPI.
- Managing the implementation of internal projects. Setting up and directing project/program schedules and budgets. Monitoring project/program from initiation through delivery or completion, interfacing with internal customers.
- Coordinating/organizing interdepartmental activities, ensuring completion of the specific project/program on schedule and within budget constraints.
- Leading others to solve complex problems where significant initiative and independent judgment is required
- Working independently, with guidance in only the most complex situations
- Developing and presenting project communications to influence key internal and external stakeholders (e.g., executive leaders, vendors, suppliers and contractors), while serving as the liaison to and partner with the project/program sponsor
- Setting project/program expectations and strategy and corresponding change implementation plans, monitoring success against business objectives, and recommending adjustments to approach in response to changing business needs
- Driving/facilitating/developing a range of resolutions to complex project/program issues; recommending and implementing process improvements
- Leading cross-functional, cross-business project teams and teams of project managers
- Providing guidance, feedback, coaching, mentoring and training to project managers

- Developing proposals and establishing business case for projects/programs, including identifying, securing and coordinating resources and building leadership consensus around objectives
- Serving as the primary interface to business and technology teams regarding functionality and processes, and handling coordination between the two .

Seribu Bio:

Malaysia: Kuala Lumpur

Investors/Equity: Public/CrowdFunding: Value--Proposed: 10 MIO USD: Business Deals: ECO SOIL: CONSTRUCTION—JOHOR BAHRU\_PETRONAS-SPORTS STADIUM: AQUACULTURE

Places: Myanmar: Singapore: India: Malaysia

Team Size: 4 and Growing

- Developed a growth strategy focused both on financial gain and customer satisfaction
- Proposed potential business deals by contacting potential partners; discovering and exploring opportunities.
- Screened potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities; recommending equity investments.
- Developed negotiating strategies and positions by studying integration of new venture with company strategies and operations; examining risks and potentials; estimating partners' needs and goals.
- Closed new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
- Enhanced organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.

## Treasury Gap Analysis

- **Recommendation:**
- Formulating strategy in financial risk management, cash management, investment and finance.
- Building organizational structures or restructuring them.
- Implementing working procedures ensuring effective performance and eliminating operating risks.
- Creating internal regulations as part of corporate governance.
- Setting up parameters for cash pooling.
- Quantifying risk exposure (against foreign exchange) and testing the quality of hedging.
- Study of costs and benefits of a Treasury management system.
- Defining Treasury management system requirements.
- Selecting a Treasury management system.
- **Implementing recommendations in day-to-day operations.**
- Advising Treasury staff in the performance of their duties and when solving selected tasks.
- Advising top management in the decision-making process relating to Treasury management.
- Training in the area of Treasury.
- Proposing appropriate hedging against financial risks according to the risk exposure at the time.
- Advising in the process of selection of banks to provide comprehensive or selected financial services.
- Assisting in building relations with financial partners, in particular, banks.
- Assisting in the implementation of a Treasury management system.

## Anagram Securities:

### Chennai: Individual: Managed 12 Clientele each worth 1 Mios

- Managed the funds of high net worth individuals in the Equity Cash Market & Derivatives mostly in options & futures to hedge the capital invested to maximize investment returns.
- Effective risk management & VAR (Value at risk) has been studied and implemented according to policies and principles for protecting effectively client capital and organization standards.
- Identifying investments that grows or have the potential to grow Quarter on Quarter Consistently
- Thoroughly analyses of the Income Statement, Balance Sheet, Comparison with Peers, Management Guidance/Interviews, Business Potential, Performance of QOQ, Half Yearly, Full Year.
- Understands Business Model, whether the potential is there to grow in couple of years with Growth/CAG (Compounded Annual Growth) is thoroughly followed QOQ basis .Half yearly, Full Year
- Though EPS, ROCE, Retention, PE ,Cash Flow, liquidity ,Less Debt or no Debt is given weightage, the main principle in investing is with the following:
- Strong Management/Business Understanding/Ethics/Walk the Talk by Management Consistently/Transparency.
- Information Technology has been witnessing 20% CAGR every year, the market price has been dictating huge premium in Cash market as well as Options Premiums for the growth which has not been justified. Huge windfall profit has been made to clientele by taking deep out of the money options in-put