

Shobhit Pathania

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Professional experience

Mphasis, Bangalore

Analyst, Business Finance (FP&A)

May 2015- October 2016

- Monthly and Quarterly reporting of revenue and financials for direct core business of Mphasis
- In depth analysis of Revenue and Profit & Loss for the business unit and account specific analysis to enable Business leaders for controlling cost and improve profitability
- Work closely with the sales and delivery heads on regular business reviews, focusing on weekly/monthly forecasting, monitoring and evaluating performance of direct core business unit of Mphasis
- Quarterly preparing and analyzing the backlog and renewal report to improve the forecasting of the revenue numbers
- Provide Variance analysis of revenue to the management on Monthly and Quarterly basis
- Worked directly with the top management in setting up of financial targets for the financial year 2016-17
- Preparation and analysis of Receivables and Unbilled reports and circulating to the Marketing Unit Customer Relationship Managers (CRM'S) and follow up for overdue and unbilled
- Preparation of Days Sales Outstanding (DSO) report on monthly basis while working with delivery and sales leaders to focus on revenue collections
- Interaction with other Finance team such as Revenue, Accounts Payables & Management Information Systems teams during month end close and Accounts Receivables accounting team for receivables related issues
- Assist business leaders in streamlining the processes and active participation in automating the finance reporting structure
- Prepare and analyze monthly /quarterly reports for reviewing with CEO and CFO

Accenture, Bangalore

Analyst, Client Financial Management (FP&A)

November 2016 – Present

- Preparing and reviewing pricing scenarios for different contracts for renewal and new deals.
- Detailed expense reports on a project being prepared for the leads to control the cost and improve profitability.
- Preparation on financial statement, variance analysis of revenue on Monthly and Quarterly basis.
- Working with the delivery leads to ensure that all the projects are invoiced correctly on time and are being paid on time.
- Develop and prepare engagement specific financial reports for the project managers and finance leads.
- Preparation and analysis of Receivable report and circulating it to the projects leads in order to follow up for overdue and improve the Days Sales Outstanding (DSO).

Future Brands, New Delhi (summer Intern)

April 2014-June 2014

- Evaluated and Worked on a research project titled ' Demystifying Private Brands'
- Evaluated and Worked on brand valuation of private brands with direct reporting to the COO of the company
- Worked on consumer insights for the soap industry
- Prepared business proposal for ITC Ltd's fiama di will soap

Education

Qualification	School/University/Institute or Board	Percentage	Year
PGDM	MYRA School of Business, Mysore (Majors : Finance)	3.02 /4	2013-2015
B.Com	Ramanujan College, University of Delhi	61.14%	2010-2013
12 th Standard	DAV Public School, Shimla (CBSE)	72.2%	2010
10 th Standard	St. Edward's School, Shimla (ICSE)	75.85%	2008

Competencies

- Adept working with personnel from diverse background
- Self-motivated
- Understand and leverage human motivation to achieve organizational goals
- Ability to analysis and suggest changes for proactive action

Academic projects

- Completed a project on “**Business Analysis & Development**” of V-Do creative, a INR 1.7 million start up in Bangalore
- Evaluated and presented a business case for **Green Auto Rickshaw, Mysore**
- Evaluated and presented a **E-Commerce business model on Stationery and Office products**

Extra-curricular activities

- Core Committee Member: Organizing Team for Big Data Analytics Conference 2014
- President of Chakravyuh the Quiz Club at MYRA School of Business
- Secured 1st position in team Ice Hockey at annual Gymkhana in Shimla 2007
- Secured 82% in unified Cyber Olympiad in 2007