**Hitesh Kamani**

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**NetSuite Administrator / Functional-Technical Consultant**

NetSuite Consultant professional that delivers revenue generating operations of excellence using financial analytics. Increasing the value by; developing change initiatives in operational process to increase efficiency, creating a lean and agile operational organizational structure to monitor and control cost metrics and by using technology oriented skills to leverage technology to raise productivity by executing initiatives.

Technical experience in understanding NetSuite framework and requirements Experience with project scoping, planning, requirements gathering, business process mapping and end-to-end process experience. Designed, developed and tested enhancements in alignment with client’s business process. Resolved system issues based on research of technical issues.

Implemented new feature rollouts and new functionality to scale client’s business needs translating business process into solutions. Deploying SuiteFlow and customizing forms, fields and custom records for creating solution to complex business process requirements.

Manage Release Preview business Process testing for ongoing NetSuite upgrades. Plan, review and manage change configurations and customization requests. Planning and managing change configurations and customized requests. Maintaining user access, roles and permissions. Supporting end-user requests for new searches, reports, KPI’s and dashboards.

**Publications**

**How to accelerate NetSuite Adoption**

LinkedIn

* https://www.linkedin.com/pulse/article/20141009191303-54017666-how-to-accelerate-netsuite-adoption?trk=prof-post

**NetSuite Graphical Dashboards**

LinkedIn

* https://www.linkedin.com/pulse/article/20141101231910-54017666-netsuite-graphical-dashboards?trk=prof-post

**Education**

**Executive MBA March 2013**

Daniels College of Business - University of Denver Denver, CO

**Community Service**

**Team Member, Line of Duty Death and Serious Injury SOP Development. Ongoing**

Social Capital Project.

* In collaboration with cohort member a USGS Scientist and Lakewood Police Detective spouse creating a Standard operation procedure guidelines for adoption across law enforcement and fire agencies nationwide.

**Associate for Strategic Development, Cranesforjoy.org. 2013**

Led strategy change for marketing of the project.

* Developed an artistically and financially sustainable model for crane making deployed in a Middle School with success.

**Professional Achievements**

**Independent NetSuite Consultant,** R and A Consulting, Inc.2015

* System Implementation
* Upgrades and Enhancements
* Project Management
* Vendor Management
* Operation Management
* System Administration
* System Design
* System Testing
* Financial Reporting

**Projects:**

1: Onboarding and COA framework for world’s largest free classifieds website to scale NetSuite to its presence in over 50 countries. Project is ongoing.

2: Confidential: NetSuite implementation for a 108 year old home goods company with multiple revenue streams. Integration with multiple external applications (Magento, SPS,IDSTC) for data flows. Implementation is complete.

**NetSuite Consultant,** 3xLogic 2014

3xLOGIC employs the latest advances in intelligent video analytics, delivering relevant, useful business intelligence when you need it, where you need it.

* Plan, review and manage change configurations and customization requests.
* Planning and managing change configurations and customized requests.
* Maintaining user access, roles and permissions.
* Supporting end-user requests for new searches, reports, KPI’s and dashboards.
* Aligning NetSuite functionality with business processes to deliver operational efficiency.
* Deploying SuiteFlow and customizing forms, fields and custom records for creating solution to complex business process requirements
* Assist management in developing policies, procedures and guidelines for data integrity.
* Manage Release Preview business Process testing for ongoing NetSuite upgrades.

**Technical Architect,** Xbig6 LLC, CO2014

We are xbig6.com. Former Big Six consultants from major consulting organizations you already know. Sometimes you need the big firms. We are proud of our heritage and recognize the value of where we came from. Sometimes you need seasoned professionals without the school bus. Individually, our backgrounds and professional networks include the well-known professional services organizations listed on this site.

* Reduced man hour cost by reconfiguring processes and leveraging ERP to raise ROI.
* Supporting users with technical and functional issues.
* Maintaining and supporting NetSuite application.
* Have experience in product implementation and configuration, training and client support.
* Technical experience in understanding NetSuite framework and requirements.
* Resolved system issues based on research of technical issues.
* Experience with project scoping, planning, requirements gathering, business process mapping and end-to-end process experience.
* Analytical problem solving skills and solid MS Office skills.
* Assessed and developed innovative solutions to solve complex business workflows.
* Designed, developed and tested enhancements in alignment with client’s business process.
* Implemented new feature rollouts and new functionality to scale client’s business needs translating business process into solutions.
* Updated forms, add custom fields, create dashboards and setup saved searches.
* Primary point of technical contact and assisted and trained clients on change control management.
* Managed Release process, UAT, client training and upgrades
* Created and assisted in documentation of training guides, user manuals process changes, client interactions, requirements and concerns.

**Accountant - NetSuite,** Statebridge Company, Greenwood Village, CO2013

Statebridge was founded on the principle that the combination of technology, deep industry experience, custom borrower touch, and a contrarian view of servicing makes a significant difference in the performance of mortgage portfolios.

* Investor Reporting and Bank Reconciliation
* Reconciliations of various clearing, and balance sheet accounts and of PI & TI custodial accounts for investors.
* Reviewing processes and procedures and aggressively recommends new ones to management and other departments within the company to improve the quality.
* Year end audit support.
* Microsoft Office/NetSuite/Harland Software suites.
* NetSuite Customization, Implementation and Optimization.
* Extensive V-Lookup and Pivot Tables utilization in Excel
* Created Process Documentation for highly complex processes with improvements
* IT foundation with programming and networking education enabling understanding of database/CRM/Accounting systems.

**University of Denver Executive MBA** 2011 – 2013

**Lead Process Technician,** City and County of Denver, Denver CO**.** 2011

The City and County of Denver is the largest city and the capital of the U.S. state of Colorado. Denver is also the second most populous county in Colorado. Denver Human Services provides both assistance services and protection and prevention services to Denver’s most vulnerable residents.

Joined DHS with the intention of moving into public administration. Contributed to the development of departmental procedures and assists with quality initiatives and performance improvement initiatives and implementation

* As a personal initiative I did an analysis of the process and submitted a proposal for process reengineering to reduce auto allocation of the budget.
* The change initiative resulted in increasing funds to the budget by 4-6%
* Left to pursue MBA

**Electronic File Integration - Administrator,** Kaiser Permanente, Denver CO. 2010

Kaiser Permanente Colorado is a nonprofit, integrated health care delivery system operated by Kaiser Foundation Health Plan of Colorado and the Colorado Permanente Medical Group. Together they have provided comprehensive health services to Kaiser Permanente members in Colorado for 44 years.

Kaiser Permanente Member Support and Services Division recruited me from my previous position:

* Collaborating and researching with the IT team on ways to improve efficiency of process, I gained knowledge of tools to increase automation of process and reduce cost from technical/human glitches/errors of my highly detail oriented function
* I created positive ROI for a fully manual EDI team by working with our IT peers to utilize a product already purchased and in use by other teams. Before deployment it took 8-9 hours to process and update 200-300 files by myself. After deployment of the software, it took 1 hour to process and 1 hour to QA the same 300 files.
* Led the implementation of the IT project collaborating between EDI and IT teams to implement the solution
* Result of project gave a 98% error free automated process with reduction of man hours by at least 40%
* Initiated project for identification of further processes for automation
* This was a contract position

**Business Operations Manager,** Shree LLC, ParkerCO. 2006 – 2010

Shree LLC is a small business conglomerate with location from Aurora to Castle Rock. The franchises are located in Wal-Mart/University Hospital/Strip Malls and include names like Subway/Shell/Conoco and more.

The position of Business Operations Manager at a new venture with franchises from Subway/Shell was offered:

* Senior accountant in charge of maintain and reconciling accounts.
* Managed financial and capital resources for the business. Monitored operating revenues and expenses and works to develop and implement cost control programs. Responsible for monitoring budget variances and reports significant variances to the President
* Responsible for payroll and productivity management through appropriate allocation of resources such as overtime, supplies and inventory
* Key member of a team that analyzed and then devised a marketing strategy for business launch.
* Identified synergies in business processes across administrative functions across the group to eliminate hiring of new administrative staff and centralization of financial function( a saving of $100k annually)
* Sustained annualized monthly growth in revenue of 20%
* Top 10 Franchise sales in 6 months
* Project manager for construction management, installation and setup.
* Project manager for regulatory compliance and monitoring.
* Managed vendor relations and marketing campaigns.
* Responsible for financial reporting and analyses as requested by President
* Used analytics to monitor cost metrics on a weekly basis to compare operational variance and reducing CPU by 2-3% on a monthly basis.
* Stayed with the company till some personal issues were addressed then moved onto join Kaiser Permanente.

**Marketing Strategy Manager,** Cimarron Footwear, Inc., Denver CO. 2005 – 2006

Cimarron Footwear was the US arm of a worldwide business of footwear with manufacturing and head office in India. The biggest and the most revenue generating marking for the corporation was EU. In the US for this segment of kid’s boots at this price point there were only two companies vying for market share. It had the potential to grow at sustained 20% growth over the next 5 years with an excellent marketing campaign.

Joined the company as a Marketing Strategy manager and given charge of product positioning, brand recognition and marketing strategies.

* Prepared a strategic three-year strategic business and marketing plan with budget.
* Increase gross revenue by 40% annualized.
* Propelled revenue by introduction of regional strategies resulting in penetration of all open geographic markets.
* Revenue from incoming RFI’s exceeded existing channels by 20% in 8 months
* Monitored routine stock levels, special order requests.
* Reduced inventory levels by 45% with no drop in customer service levels by developing and implementing new inventory management policies.
* Implemented new inventory to sales channel visibility technology to increase sales in existing stock and reduce back orders.
* Responsible for financial reporting and analyses as requested by parent corporation
* Improved accounting and inventory controls by spearheading the migrations of systems and developing and installation of an automated inventory system reducing variance from 15% to 2%
* Company ceased US operations to concentrate on a profitable EU market.

**Strategic Operations – Supply Chain Manager,** Sonal Sportswear, Inc. South Jamesburg, NJ**.** 2004 – 5

Sonal Sportswear and Mary Jane Marcasiano entered a joint venture for a fall 2004 suede ladies line. Sonal Sportswear had extensive manufacturing, supply chain, distribution and sales network. MJM had a fashion label that completed the equation with a product to sell. Managed Supply Chain, Strategic Relations, Finance and operations.

* Joined the fashion company when it was embarking on a major designer label project to be launched the following year.
* Reengineered supply chain to create a lean and agile model to respond to changes and demands of the industry.
* Monitored routine stock levels, special order requests.
* Key member of the executive team that executed organizational change in moving HQ and creating a distribution and logistics division per new supply chain model
* Led team for client relationship for over 600 nationwide clients
* Secured lease rates at 30% below market rates through expert negotiation
* Led a FP&A project to reduce payables by **30%** by restructuring cash flow.
* Played integral role working with corporate executive team negotiating with bank on funding via factoring arrangements.
* Responsible for financial reporting and analyses as requested by President
* Responsible for auditing of factored accounts.
* Project manager for UPC certification.
* Moved to Colorado

**CFO - COO,** Video Overseas, Inc., New York NY.1997 – 2004

Video Overseas catered to Fortune 500 corporation executive’s relocation overseas, catering to their needs of electronics and appliances. We sold transformers and converters, hair dryers to refrigerators that worked overseas. The clients included all C-Suite to senior executives pay grades.

Video Overseas offered me a job of an Accounting Associate and I moved up the ranks to be a CFO-COO

CFO and COO in charge of Client and Vendor Relations, Sales, Financial Planning and Human Capital Management.

* Results for foresighted Financial Planning enabled business to survive difficult times post 9/11.
* Developed high performing sales teams over multiple retail locations.
* Responsible for all vendor relations, including processes for introduction of new products and technology and contract compliance. Ensured implementation of vendor and product contracts.
* Led team responsible for high net worth client satisfaction.
* Maintained positive working relationships for all locations, results being no attrition/friction post 9/11
* Responsible for assisting and supporting the President in developing the fiscal year business plans for all locations to achieve established goals and objectives. Recommended and implemented new revised campaigns established in the business plans for all locations
* Responsible for P&L of multiple locations and Parent Corporation.
* Developed 1, 3, and 5 year marketing campaigns resulting in 20% annualized growth for 5 years.
* Produced 16% cost reduction and achieved financial objectives through regulating inventory and staffing levels by forecasting demand
* As the marketing manager set up a government sales and trade divisions, resulting in increase in revenue of 10% from new line of business
* Developed and implemented corporate culture to achieve high customer retention and maintain exceptional customer service and value to customer.
* Contract manager for procurement
* Project manager for E-Commerce launch
* Project Manager for POS-to-Procurement data visibility project to enable a lean operation reducing working capital requirement.
* Responsible for financial reporting and analyses as requested by President
* QuickBooks Power user for multi corporation accounting/taxation