**RAJNIKANT SURVE**

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**An accomplished & knowledgeable professional aiming for senior level assignments in Commercial & Finance/Credit Control/ Receivable Management/Collection with an organization of high repute.**

**A ‘never give up’ attitude help in Zero Bad debts and prompt collection.**

**Incharge of Pan India Credit Control Operation.**

**Prime Responsible for Order to Cash. Reducing overdue Outstanding & DSO. Managing and controlling Billing and receivables on all India basis. Responsible for optimizing cash flow without causing customer dissatisfaction and devising, implementing and maintaining credit collection policies and practices and Sales Accounting. Independently manages and drives recruiting efforts. Continually raises the bar.**

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| **PROFILE SUMMARY** |
| * A dynamic, results-driven and accomplished finance & Credit Control Professional with progressive experience of over 20 years in managing deliverables ,Credit Control, Collection, Revenue assurance, Receivables, Financial & Business Parameters of companies and **strong Commercial Acumen** in regards to Profitability. * Experienced in setting up and managing Commercial & Revenue Assurance team. * Managing a Pan India Financial Accounting, P&L and Balance Sheet * Revenue Reconciliation & Revenue Assurance * In-depth working experience of Supply Chain, Logistics & Distribution, C&Fa Operation, Warehousing and Credit Control. * Proficient in streamlining procedures / SOPs, formulating effective solutions for enhancing & encashing business opportunities. * Consistently achieve record-high customer satisfaction rankings, improvements to the bottom line and turnaround of underperforming operations. * A great motivator & lending support to high-performing team of 30, consists Commercial, Order Processing, Warehousing, Procurement and Receivables Team. * An innovative & result-orientated professional with strong planning, communication, team management, interpersonal & negotiation skills. * Adapt with :  |  |  |  | | --- | --- | --- | | * Accounts Receivable | * Business & Commercial | * Receivable Management | | * Distribution - Transportation | * Commercial & Supply Finance | * System Solutions & ERP | | * Revenue Assurance | * Compliances – Customs | * MIS and Reporting | | * Credit Control | * Process Optimisation | * Leadership & Team Building | |  |  |  | |

**Career Growth**

May- 2019 – Till Date: **Securens Systems Pvt. Ltd. Head Credit Control**

Jan- 2017 – May 2019 : **Zicom Ltd. as Head Credit Control**

May’10 – 2016: **Endress + Hauser (India) Pvt. Ltd. (Swiss Multinational Company) as Credit Control Head/Commercial & SCM**

2009 – 2010: **DIESL- Tata Enterprises (Tata Company) as Regional Finance Manager - West**

2007 – 2009:**Aditya Birla Retail Ltd. (Aditya Birla Group) Manager Finance –Revenue Assurance**

2001– 2007:**Glenmark Pharmaceuticals Ltd. (Pharma Company) Manager Credit Control**

1998 – 2001: **British Petroleum India Ltd. (Lubricant Company / Castrol) as Executive Receivable**

1994 – 1998:**USV Ltd. (Pharmaceutical Company) as Credit Control Officer**

1989 – 1994:**Taj Group of Hotels (Tata Group) as Account Officer**

**Education**

* MBA from Narsee Monjee Institute of Management Studies
* M.Com from Mumbai University
* B.Com. from Mumbai University

**TECHNICAL SKILLS**

* Well versed with:
* SFDC and Complaint Management
* SAP – FICO, S&D, MM Module & WMS
* Oracle – Financial Accounting
* Conversant in Msoffice, Excel, Winword, Powerpoint, FACT, Impromptu and Financial Accounting Package

**Awards**

* Received award for M2 Leadership Training at Switzerland for Endress + Hauser
* Holds the distinction of receiving award from Tata Group as Star Performer
* Merit of being selected for best performance in the Commercial for DSO and Revenue Leakage

**WORK EXPERIENCE**

***May’10 – May 16: Endress + Hauser (India) Pvt. Ltd. (Swiss Multinational Company in Process Automation) as***

***Head Credit Control***

**Role:**

* Receivable Management and credit control, Collection and Revenue Assurance
* Evaluation of commercial proposals including financial statements evaluation (P&L Balance Sheet)
* Setting of credit limits and implementing financial policies of the company
* Supporting Business Head for dealing of business matters with customers and vendors
* Periodical reporting of MIS which includes profitability statements, Budget vs Actuals, and Variance Analysis
* Leading Finance & Commercial team, deployment of   trainings & regular reviews with team.
* Monthly closure of books of accounts, review of revenue cost and  profitability
* Identification of improvement areas, designing process, solution    and implementation
* Support and Coordination with Corporate finance for half yearly   and yearly statutory audits
* Review of accounting and commercial processes and ensuring   the financial controls
* Formulating & implementing strategic & tactical improvement plans focused on improving financial performance; establishing long term business growth and top performing supply chain team to drive achievement of global & local objectives
* Executing standard operating procedures within the warehouse and training team members in maintaining compliance with these procedures
* Assuring strategic & tactical development of transportation networks & process improvement driving revenue growth, cost savings; customer centricity and implementing complaint management tools
* **Turnaround Receivables Management by giving lowest DSO and giving Healthy Cash Flow.**

***2009 – 2010: DIESL – Tata Enterprise (Tata Company) as Regional Manager West – Commercial & Logistics***

**Role:**

* Generated SOP for internal documents / procedures and ensured adherence to the same
* Handled activities related to:
* Commercial, branch profitability revenue assurance, finalization and MIS
* Healthy Cash Flow Management and Credit Control
* Budgeting and ensured favourable variance for the categories
* Evaluated appropriate business controls reports and developed action plans to address the root cause of any deviations

**Highlights:**

* Holds the distinction of receiving award from Tata Group as Star Performer
* Merit of being selected for best performance in the Commercial for DSO and Revenue Leakage

***2007 – 2009: Aditya Birla Retail Ltd. (Aditya Birla Group) as Manger - Finance -***

**Role:**

* Coordinated with bank for resolutions of various issues like cash management, flexi loan, channel financing & cash credit facility (working capital)
* Undertook activities related to treasury, CMS, stores profitability, Stores opening, Reconciliation.

***2001 – 2007: Glenmark Pharmaceuticals Ltd. (Pharmaceuticals Company) as Manger - Credit Control***

**Role:**

* Functioned as In-charge of credit & collection, C&FA operation, billing & sales accounting, MIS, etc.
* Designed systems and internal guidelines for credit system
* Evaluated credit policy from time to time in keeping with the market dynamics and demands
* Motivate, developed and trained team to achieve and effective collections operation
* Accountable for taking recovery actions for old & doubtful debts through personal visits and follows up from Head Office

***1998 – 2001: British Petroleum India Ltd. (Lubricant Company / Castrol) as Executive – Credit Control***

* Essayed a stellar role in maintaining high success rate of reducing cheque bouncing cases
* Steered efforts in improving collection procedures and verification techniques
* In charge of C&F operation and control.
* Demand & supply planning
* Demand Forecasting
* Annual business planning
* Production planning and replenishment
* Coordination with the CFA
* Inventory management
* Team management

Key Performance Areas

**Revenue Assurance and Collection :**

* **Responsible for:**
* Revenue Assurance Management, Demand Forecasting and engagement with business to achieve effective working capital management.
* Commercial Acumen to achieve Profitability.
* Receivable Management & Credit Control
* Revenue Reconciliation & Revenue Assurance
* Supporting Business Head for dealing of Business matters.
* Leading Commercial, Logistics and Warehousing Team for Regular Reviews and Trainings.
* Monthly Closure of Books of accounts, Reviews of Revenue and Profitability.
* Designing Process, Solution and Implementation.
* Review of Accounting and Commercial Process to ensure the Financial Controls.

**Revenue & collection efficiency - Responsible for maximizing collections efficiency through internal & external controls & initiatives based on consumer behavior.**

* A ‘never give up’ attitude help in Zero Bad debts and prompt collection.
* Revenue Assurance & Management
* Revenue Strategy & Planning
* Debtors Management
* Credit Control processes including Variance Analysis and Revenue reconciliation
* Define Credit limits and review customer wise for Distributors wise.
* Streamlining collection procedures by various types of follow up.
* Resolve open issues with Credit Control and Sales Team Meet on monthly basis and clear the open points.
* Providing critical financial information, analysis and documentation for business decision making, resource allocation and strategy setting, internal controls, governance, audit
* Action plan for Overdue Outstanding and subsequent recovery.
* Timely issue of Credit note, PR, Refund request to customers.
* Follow Debtors policy procedures on all overdue balances.
* Circulate Debtors outstanding report every month to concerned stake
* Variation Analysis and Revenue reconciliation
* Forecast provisions and doubtful debts basis aging report and debt analysis
* Performs autonomously, initiates and manages complex, departmental and/or cross- company work
* Administering the Receivables Management
* Enforce Credit Limits and review the same periodically for customers
* Conducting S&OP Meeting and alignment with all stakeholders to achieve business targets.
* Analysing &designing CAPEX proposals based on ROI and execute with support from all stakeholders.
* Preparation of SOP for internal documents/procedures and ensuring adherence to the same.
* Responsible for top line and bottom line growth.
* To assist MD on various aspect on Commercial, Distribution Network, Sales and operations MIS.

**Credit Risk Management:**

* Evaluation of Credit Risk
* Financial evaluation,
* business analysis, market intelligence, Customer visits,
* Credit Decision-Making
* Ensuring maximum credit insurance coverage,
* Channel finance program,

**Receivable Management :**

* Ensure Manage overall performance of the AR process by providing strategic and operational leadership, ensuring effective service delivery, maximum client satisfaction and team management.
* Engage with cash management business heads and key managers across retained F&A function to ensure business satisfaction and address pain points
* Analyzing & monitoring the Credit Limits on parameters such as risk, customer profitability.
* Responsible for customer satisfaction
* Ensure adherence to all statutory and legal requirements

Key Performance Areas

**MIS Reporting/Profitability of Business & Working Captial Analysis :**

* Analyzing and Reporting on Monthly/Quarterly/Yearly Business Performance, Variance Analysis & Profitability Analysis along with responsibility of delivering P&L targets in coordination with all functions.
* Performing analysis of Brand wise, Segment wise and SKU wise Gross Margin.
* Analyzing Returns on Investment (ROI), PBT profitability and reporting.
* Analyzing Net Working Capital & Balance Sheet.

**Budgeting & Business Reviews :**

* Responsible for Commercial & Supply Chain initiatives decisions - conceptualize strategies / performance review & deliverable to ensure support function drivers for high business performance.
* Preparing Commercial / Supply Chain Budgets for the business and tracking the performance against the same.
* Periodic Business Review, Commercial & Supply Chain performance review and driving performance improvement discussions.
* Providing periodic forecasting based on latest business scenarios and projections.
* Managing performance review of Distributors/Customers and assessing risk & opportunities.

**Credit Control :**

* Handling Pan India Credit Control.
* Managing and controlling Billing and receivables on all India basis.
* Responsible for optimizing cash flow without causing customer dissatisfaction and devising, implementing and maintaining credit collection policies and practices and Sales Accounting. Independently manages and drives recruiting efforts. Continually raises the bar.
* A ‘never give up’ attitude help in Zero Bad debts and prompt collection.
* Functioned as In-charge of credit & collection, C&FA operation, billing & sales accounting, MIS, etc.
* Designed systems and internal guidelines for credit system
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* Motivate, developed and trained team to achieve and effective collections operation
* Accountable for taking recovery actions for old & doubtful debts through personal visits and follows up from Head Office

**Treasuery /Banking Operation :**

* Liaisoning with Bank for resolutions of various issues like Cash Management, Flexi Loan, Channel Financing & Cash Credit Facility (working capital).
* Managing Fund flow.
* Restructuring banking operations so as to ensure cost effective banking operations.
* Conducting regular meetings with the bankers to address various issues of Cash Management/Channel Finance to flow of funds in corporate treasury.