
VIRGIL LARA DSOUZA

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FINANCE & OPERATIONS PROFESSIONAL

✚ *Offering over 5.5 years of experience as a Site Finance Leader & Revenue analyst, spanning logistics management, inventory control, and sales performance analysis. Proven ability at leveraging analytical tools to drive cost efficiencies, enhance reporting accuracy and support dynamic decision making across global operations.*

SKILLS

LEVEL 5 – EXPERT

Costing & Budget Management, QuickBooks Desktop, Python, SQL, Power BI, Tableau (certified), SAP S/4HANA, SAP ERP, MS Office 365, Oracle Hyperion Financial Management and Hyperion Planning, Oracle JD Edwards ERP

LEVEL 4 – ADVANCED

Xero accounting, Alteryx, KNIME, Microsoft Project, R programming, Coffee CRM, Salesforce CRM, SAP Ariba, Informatica

LEVEL 3 - HIGH COMPETENCE

MS Access, Jira, Microsoft Visio, C#, Infor JBA ERP system, Sage 300

EDUCATION CREDENTIALS

Post Graduate Diploma in Management – Finance

Ramaiah Institute of Management, Bangalore
Certified by World Education Services (WES)

Apr 2016 to May 2018

Post Graduate Diploma in AI and Data Analytics

Saskatchewan Polytechnic, Saskatoon, SK

Jan 2024 to Dec 2024

PROFESSIONAL EXPERIENCE

PT Overnight Food Clerk

Saskatoon Coop @ Attridge Drive | Saskatoon, SK

Feb 2024 to Jan 2025

- Responsible for FMCG food products stocking in the food store. Ensuring appropriate orders are placed every weekend to keep up with demand

Cloud Software Group (ShareFile)

Sr. Sales Operations Analyst

May 2023 to Dec 2023

- Involved in Calculation of Sales team Compensation by using SQL and CRM software(Salesforce, Coffee)
- Calculation of Quota 2024 for ShareFile Sales personnel using historical analysis and leadership inputs(see below for detail in projects section)
- Used Power BI and SQL server to create Renewal Dashboard 2024 for ShareFile. This involved adding calculation of “Expected uplift metric”, by customer and the available license count. This metric was expected to gain us an increase in Revenue by approximately 5%

HONEYWELL International

Sr. Financial Analyst

Jan 2021 to May 2023

- Site Finance for N95 Facility (Phoenix)(for 6 months), Eye, Head and Face (Smithfield, Platteville) and also, Co-Site finance for Groveport Warehouse in Ohio. This Involved weekly absorption calculation (Under/Over), weekly cost reports to the leadership by different accounts & metrics, and weekly calculation of PPV impacts.
- Used Tableau and Alteryx to create an indirect spend dashboard, that combined data from SAP, JDE and Oracle ERP to provide a comprehensive view about the indirect spend in Groveport Warehouse. This allowed us to calculate(to the cent level), cost per line shipped by month.
- Responsible for weekly auditing of cycle counts of Inventory happening at the sites and also, as needed, New Product costing.
- Responsible for creating cost accruals for every account in the General Ledger of the sites in Groveport, Smithfield, Phoenix and Platteville.
- Also, involved in creating monthly SRO's, quarterly forecasts and Annual Operating plan for the sites, which involved budgets related to OEF, Indirect Spend and Scrap/Rework.
- Involved in Fixed Asset reconciliation and capitalization of CAPEX related machinery for Groveport and N95 sites in US. This involved Purchase order verification and validation, ROA calculation based on earned hours increase or OEF cost efficiency etc.
- Actively Involved in SAP Transition of Smithfield Site from JDE to SAP BRP. This entailed calculation of Activity rates (Labour, Indirect OH, Other OH) for each Cost Centre based on Shop Floor Production.
- Actively Involved in Annual Standard costing roll ups for Groveport, Platteville and Smithfield Sites. This entailed Material PIR validation, Material Last Purchase Price verification, Material BOM validation and Activity rates calculation, with the final result being the calculation of revaluation impact to the Balance sheet and P&L.
- Creation of Labour Model to develop a managing operating standard(MOS) for the high OEF costs incurred at Distribution Centre in the US(Groveport). This allowed us to manage our Labor costs efficiently.
- Planning Dynamic Budgets for N95 Site in the US as the demand fluctuates based on Global Markets.
- Planning various strategies with Site operation team to arrive at cost effective processes to achieve productivity for Smithfield, Platteville. This Involved reduction of Fixed Cost Spend related to Indirect Labour, Rentals etc. While also holding Plant Operations accountable for production hours decreases.
- Recalculated the Standard Cost 2022 for Groveport DC especially for FG's imported from China, Tunisia, as the costs were not getting absorbed due to incorrect material acquisition rates.
- Calculated IOS Q3 2021 and Q4 2021 for PPE Americas by LOB. Devised Strategies with Offering Managers to reduce Surplus inventories especially related to Earmuffs, Hand Gloves and Face Shields like increased discounts to certain customers . We managed to sell off 232K worth of Inventories.
- Worked closely with Accounts Payables and Receivables team to clear bills related to Direct Material Vendors and Indirect Service Vendors. There were GR/IR discrepancies due to incorrect processing of the bills and Missing Raw Materials. Total Impact to the P&L was about 152K USD

Finance Analyst

Jul 2018 to Dec 2020

- Global Logistics Analyst for SPS Business. Primary Role was to analyze freight cost expenses in different regions and provide visibility to high-cost variances for the Leadership
- Inventory IOS Calculations and creation of a site re-balancing Dashboard in Tableau. This tool was created in conjunction with GFC team in Bangalore to drive inventory reduction and prevent unnecessary scrapping
- Involved in Deployment of 3rd Party Audit services across the logistics spectrum, and across the SAP BRP systems for Safety and Productivity solutions business and Homes Buildings business
- Created a Global Freight Accrual Report for Personal Protective Equipment (PPE), Productivity Solutions(PSS), Advanced Sensing and Technologies(AST) and Honeywell Gas Analytics(HGAS). This involved Reconciliation of Freight Postings and proper allocations of Freight expenses to each plant in the respective GBE's
- Created a Global Honeywell Inflation and True Freight Cost Savings Report, in conjunction with Global Sourcing Team. The Report was first implemented for Road savings and then was implemented to Heavy Weight Air and Ocean Lanes. The Report uses YoY calculations of CPM and CWT to understand True savings and inflation per Lane and per mode(LTL,TL, FB, Ocean, Air). This report helps in holding our 4PL and Logistics team accountable for their respective projects.

- Successfully Transitioned SPS Freight function into using TRAX and nVision as Audit Partner. This involved ERP coding logic, Branching of Invoices logic and account numbers logic to the audit partner systems. Worked with Local Logistics and Sourcing Groups, IT Teams and Corporate Governance teams to achieve that.
- Focal Point of Contact for SPS Freight related queries such as Invoice Processing Issues, Freight data Issues, IT Issues and Carrier Resolution issues
- Responsible for Intelligrated(IGS) Freight cost reporting and analysis by using TMC(4PL) data.
- Accountable for the analysis of the Distribution Centers (DC) Indirect Spend and analyzing opportunities for savings. Also, providing accurate volume data using nVision Shipment reports.
- Worked as a part of the OTFP project (On Time to First Promise), which is a new Key Metric, that tracks the no. of orders a plant is able to deliver according to its First Promise Date.

PROJECTS UNDERTAKEN

Title	Inventory Forecasting at Saskatoon Co-op Food Store (Attridge Drive) using Auto Regressive Integrated Moving Average (ARIMA) and Extreme Gradient Boosting (XGBoost)
Tools Used	MS Excel, Python, Power BI
Duration	Sep'24 – Jan'25
Organization	Saskatoon Co-op @ Attridge Drive
Responsibilities	<ul style="list-style-type: none"> • Used past 12 months daily data, September 2023 from the local ERP system J.D. Edwards (JDE) • Compared ARIMA and XGBoost for inventory forecasting, achieving a MAPE of 30.54% with XGBoost, which outperformed ARIMA by correctly predicting 696 cases compared to ARIMA's 329 cases within a 10% error threshold.
Title	Co-lead for the Sales Territory Allocation and Quota Assignment for 2024
Tools Used	Salesforce CRM, SQL Server, Excel, Tableau
Duration	Oct'23 – Dec' 23
Organization	ShareFile
Responsibilities	<ul style="list-style-type: none"> • Realignment of territory assignments to Sales personnel, based on Customer industry segments and location, instead of location only, as previously was the design. • Creating quota numbers for each sales personnel, with the inputs from Senior leadership and Sales Directors. We used PY quota completion performance by sales personnel, location value and required expertise. to assign territories. • Created a Dashboard using Tableau to provide a consolidated view to the leadership regarding quota assignments and territories allocated.
Title	Standard Costing 2022, 2023 For Groveport, Tijuana, Smithfield
Tools Used	SAP BRP, Excel
Duration	Nov'21 – Jan'22 and Nov'22 – Jan'23
Organization	Personal Protective Equipment
Responsibilities	<ul style="list-style-type: none"> • Verification and Validation of Material PIR's, Material BOM's and Last Purchase Price. • Calculation of Material Acquisition Rates by using TRAX, nVision and TMC data to understand the True Freight Inbound Costs booked in SAP • Calculation of Duty rates by Material by working with Trade Compliance team • Material costing and calculation of Inter plant transfer prices to load the correct material costs. This was revamped as the Cost were not getting absorbed in 2021. Finally, leadership review to explain the total impact on the P&L.
Title	Inventory IOS Calculation for PPE Americas Q3 and Q4
Tools Used	SAP BRP, Excel, Power BI
Duration	April'21 – Dec'21
Organization	Personal Protective Equipment

Responsibilities	<ul style="list-style-type: none"> • Calculation of IOS by LOB(Hand Protection, Respiratory, Hearing etc.) by using 12,24 months usage data by material. • Also, using the Forecasted Demand, we work with Offering teams to understand which materials have to not be scrapped to ensure maximum profitability. • Consolidation of SKU's across plants to find out ways to shift excess inventories to subcontractors or plants in different region where a particular SKU might still be active • Used PowerBI to create a dashboard for all 72 sites to utilize and keep a track for any inventory that is obsolete in any plant but might be useful at their particular site.
Title Tools Used Duration Organization Responsibilities	SAP Transition from JDE for Smithfield site in Rhode Island SAP BRP, JDE, Excel April'21 – Oct'21 Personal Protective Equipment <ul style="list-style-type: none"> • Calculation of Material Acquisition, Labour and Indirect Overhead rates for activity rates. • Cost Centre creation for each shop floor process and allocation of rates based on labour usage and production time and material usage. • Recalculation of Standard costs to ensure no major impact in the P&L for material transfers. This is particularly tricky as majority of BOM usage in JDE were manually entered, while in SAP the BOM usage is done automatically.
Title Tools Used Duration Organization Responsibilities	Inventory Optimization of Productivity Products (PP) and Sensing & IOT (SIOT). MS Excel, Tableau. Dec'18 – Mar'19 Safety Productivity Solutions (SPS) <ul style="list-style-type: none"> • Responsible for classifying the SKU's based on DOI and Usage, whether they are Inactive, Obsolete or Surplus. • Site Re-Balancing tool using Tableau was created. • Realized savings worth \$400K, as the material was transferred from Suzhou to Singapore. • Tracked the usage of materials by using SAP T-codes such as MB51 and MM03. • Identified the Sites which have the highest DOI's, highest inventory on hand and more materials with high ageing. • Used Inventory strategies such as Fire sale, Site rebalancing, 3rd Party sale, Subcontracting and Buybacks to optimize the excess inventory.
Title Tools Used Duration Organization Responsibilities	Transition to new Freight Payment Agency (nVision and TRAX) Safety Productivity Solutions (SPS) MS Excel, SQL, Oracle HFM, SAP Nov'18 – Dec'20 <ul style="list-style-type: none"> • Provided the entity details to nVision like the address, ERP codes, tax codes, etc. Provided Sample Invoices for mapping the invoice details. • Understood how the entity accumulates its freight costs and providing that logic to nVision to ensure, it fits the entity's needs. • Supported the entities by splitting the LOB's costs, additionally, analyzed and delivered the accrual report to entities during the initial phases of implementation. Periodically sent updates to nVision regarding site closure or any logic to be added.
Title Tools Used Duration Organization Responsibilities	Improving the amount of Billable Freight for every GBE in SPS SAP HANA, SAP JWP/BI, Oracle HFM, nVision ifocus, MS Excel Mar'19 – Jun'19 Safety Productivity Solutions (SPS) <ul style="list-style-type: none"> • Ensured that every GBE of SPS recovers at least 60% of its total Outbound freight cost. • Used the contracts done with every customer, to understand, how much we should be recovering. • Worked with the Legal and Pricing team to understand custom contracts. • Developed an MOS (Management Operating Standards) that enables every GBE to have a threshold for developing freight contracts. • Achieved savings related to drop shipments, where amounted to \$100K per quarter.

AWARDS

- Received **“Be Committed”** Award by Groveport Director of Operations for Excellent Finance Support
- Facilitated with **“COO Mindset”** from VP Linda LaGorga for Changes in Freight Accrual Structure that resulted in \$2.7M Accrual releases.
- Credential of receiving **“Have a Passion for Winning”** award by Manager Senior Ashley Phagan for helping in reconciliation of Freight costs as reported by nVision (Freight Payment Partner).
- Felicitated with **“Rising Star Award”** by ISC VP Mike Brown and CFO of SPS Samantha Stoddard for the role played in Implementation of nVision as freight payment partner.
- Received **“Business Star Award - Go Beyond”**, by Manager Senior Ashley Phagan for ensuring that IGS did not miss its AOP for the month of March.
- Awarded the **“Business Star Award for Acting with Urgency”**, by ensuring accurate data was delivered to Supply Chain Chief Officer Torsten Pilz, when given a short period of time to deliver it.
- **“Secured 1st place in Annual SBG Awards”** as the SPS ISC team bagged the awards in Analytics, Productivity and Business Stars.