**RESUME SUSNATA DUTTA (Mr)**

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Marital Status: Married

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**PRESENT EMPLOYMENT**

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| *Organization* | *Designation* | *Reporting To* | *Period* | |
| Japanese Global Leader in Consumer Electronics - SONY  (India Current Turnover Rs. 63 Bill ) , Rs 110 Bill in 2015-16 | Deputy General Manager  -Planning& Control Division (Head-Finance and Treasury) | ‘CFO ‘. | Since Aug ‘95 till Feb’20 | |
| *Synopsis*  *Responsible for overseeing the India Finance team for the effective operation of the company's Finance & Treasury vertical*  *Managing Working Capital Liquidity*  *Liaising with Banks and Credit Rating Agencies for bank limits with 10 Leading MNC banks*  *Managing Forex Exposure against import purchases through Hedging /Risk Management for Inventory ,Assets*  *Driving Supply Chain Financing Program size of Rs 3 Bill with Trade partners to mitigate AR risk*    *Launching Innovative Consumer Finance offers to meet affordability and aspirations of end customers with ten financiers*  *Increased Consumer finance network which resulted in improving attachment ratio to more than 50% in case of Panels*  *Working closely with Business Heads in terms of Data Analytics , Market intelligence , Strategy Build up to improve tertiary sales*  *Standardized and improved Financial Planning and Analysis processes to create alignment and synergies among departments*  Coordinating and directing credit and collections procedures, policies, and operations to manage DSO /overdue  *Managing cross border remittances with complete knowledge of FEMA guidelines / Trade Finance / Export Credit / LC /BG*  *Liaising with Regional Finance members and interfacing with Statutory and Internal Auditors*  *Preparing Monthly Dashboards for Top Management on Indian Macro , Liquidity Forecast ,Cash Conversion Cycle etc*  Supervise and provide leadership and technical guidance to team on *USGAAP, Segment Reporting, FAS 133, SOX*  Possess knowledge about company's policies and procedures to comply with regulatory standards -GST / AML/ KYC/  *Driving various projects to improve efficiency, Process Automation & Cost Optimization*  *Manages team to accomplish results through effective selection ,training and development* | | | | |
| **Details**  **Liaising with banks** for loans /Deposits, Setting up of Cash Management Facilities for 24 branch locations.  Established Sweep account from All 24 branches to HO for better Working capital Management and avoid idle fund situation.  **Driving Supply Chain Financing Program for Rs 3 Bill without** any Recourse for AR risk mitigation. **Launching innovative Consumer Finance offers** and Tie up with NBFCs for meeting aspirations of customers  Data analytics , Market intelligence , Strategy Build Up to increase tertiary Sales in discussion with Business Heads  **Managing Borrowing cost**  Monitoring interest rate movements, Loan repayments and identifying new product opportunities to reduce cost  Promote Digital payments platform ( NEFT/RTGS) for dealers to reduce bank charges | | | | |
| **Managing fund based limit with ten MNC banks** | | | | |
| **Manage *Foreign Exchange risks and e****xposure through hedging instruments*    **Preparing dashboards for Top Management on In*dia Macro situation , DSO , Cash Flow Forecast , CCC***   |  |  | | --- | --- | | **Managing rating agency CRISIL for Long Term Bank Limits – helps** to drawdown at competitive interest rate | | | Managing All India **Insurance program** with regard to Import Stocks , Transit stock ,Assets ,Employee insurance  Introduced BI policy /Product Liability /General Liability policy as part of Global Insurance Program | | | Complete knowledge of FEMA guidelines with respect to import & export remittances / Trade Finance , LC , BG | | |  | | | **Possess knowledge of USGAAP, Segment Reporting, FAS 133 , SOX , GST , AML , KYC , SOD, DOA, COI** | | | **Financial Planning & Analysis**   |  | | --- | | Review of Reports to GHQ / RHQ submission | | BudgetAnalysis ( O. Budget & R. Budget ) / Forecast Reports - P/L , B/S & Inventory | | Analysis of Selling ,General & Admin Expenses in comparison to budget | | ‘ Bank Borrowing & Forex exposure Report - analysis and comments to Global treasury | | Control Analysis -Comparison of Budget V/s Actual expenses -including branch Analysis | | | | **AR / AP** | | | Managing All India Domestic A/R ,Age wise Overdue monitoring in Close Co-ordination with Regional Sales Managers  Follow-up for Legal action in case of cheque dishonors u/s 138, intimate for recovery suits and negotiation for settlements  Co-ordination with legal counsel.  Managing All Foreign AR & AP Accounts  Zero reconciliation items at each month end and with No Inter Company imbalances  Cross functional collaboration for vendor negotiation / vendor finalization in case of User department | | | |  | | --- | | **Improvement** **Projects**  Implemented Centralized Vendor payments , Automated Bank reconciliation through SAP  System integration for Product Serial Number validation at the time of consumer financing  Development of AI tool with help of IS for validation of Business MIS received from Financiers |    Training Courses Undergone Training course on 7 habits of Effective People, conceptualized by Stephen Covey.  Six Sigma Champions training Course for becoming Department Black Belt.  MDP training Course for High Performer employee | |  |   Number of Reportees : 60 (HO + 24 branches) | | | | |
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| Salary : Negotiable | | | | |
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