

**KRISHNAMURTHY** **KRISHNAMURTHY.362177@2freemail.com**



**Result oriented astute professional with qualifications from New Zealand and Australia, coupled with wealth of experience in senior positions with multinational exposure in various countries**

New Zealand national, progressive, seasoned professional and trusted advisor with over 3 decades of International experience, including UAE, New Zealand, Oman and India, as Senior Finance Executive within Contracting & Construction, FMCG, Wholesale, Retail, Supermarkets and Manufacturing industries.

Well versed in Financial management, Budgeting, Cash Flow management, Cost control, developing and implementing internal controls, managing FMCG operations and ERP (SAP and MS Dynamics) implementation and migration, preparing Feasibility reports, Business plans and due diligence for new business proposals.

Manage a multi-million budgets and allocating resources to exceed Profit and revenue goals. Particularly adept at streamlining, recognizing and leading large, staff productivity.

Raising funds from banks and financial institutions for project finance and managing working capital / capex.

Risk assessment and management.

Design and implement policies and process map by restructuring the processes.

**STRENGTHS**



### Strategic Planning Accounts Management Working Capital Management Financial Reporting

### Budgeting Process Improvement P&L Management Analysis Critical Problem Solving

### Project Finance Change Management Personal Management Decision Making

### Resource Management Analytical & Interpersonal Skills Cost Control Credit Control

**SELECTED ACHIEVEMENT AND SYNOPSIS**



* Successfully raised bank finances for projects for current employer and clients as a freelance consultant.
* Drive successful process improvement and new controls that eliminated deficiencies leading to successful Financial Operations
* Streamlined department processes and procedures to determine optimum staffing levels and instituted metrics to document cost savings
* Rewarded with pay rise with back dated effect in Matrah Cold Stores - Oman for significant savings in bank interest by restructuring payment terms of suppliers through negotiations
* Prepared feasibility study / SWOT analysis for joint venture projects with projected turnover varying from AED.2 to 60 million in UAE
* Strong Financial operational process improvement background through effective cost reduction, tactical planning, cost reduction and resultant profit growth strategies. Successfully completed system implementation for the branch operations for Al Reef - Oman
* Selected as employee of the month for three times in SPME Middle East- Dubai for achieving collection targets and maintaining healthy cash flow / working capital
* Hands on experience in contracting, construction and manufacturing industry in job and project costings, cost control, variance reports on actual and budgeted costs, ascertaining accruals, pending costs, work in progress, revenue recognition etc.
* Designed and successfully implemented Strategic Business Plans and incorporated work plans with objectives & KPIs to support performance management
* An effective communicator with strong written, verbal, and interpersonal skills; proven ability to work well independently and as a cooperative team member

**OCCUPATIONAL CONTOUR**



**Head of Finance and Accounts October 2016 – current**

**In a leading Manufacturing / Contracting Co. of a large business group in UAE**

* **Leading the Accounts and Finance team of 12 members**
* **Member of senior leadership team for strategic planning and decision making**
* **Working Capital Management**
* **Project finance and fund raising**
* **Bank and Audit Liaison**
* **Management Reporting**
* **Developing and implementing internal controls and reporting tools**
* **Co ordinating with other department heads on day to day basis for operation management**
* **Liaison with Corporate finance team / Group CFO for facilities negotiations with banks**
* **Process improvement / Cost control advice to senior management**

**Accounting and Management Consultant** **Mar 2014 – September 2016**

*Freelancing for small and medium size business establishments in, Dubai, UAE*

Contracted with different establishments and performed as an entrepreneur for financial management and management consultancy for Senior management. Provide advices on the financial conditions by analyzing the business operations, costs, revenues, obligations, and other financial commitments



**Senior Accountant** **Oct 2011 – Feb 2014**

*SPME Middle East - Dubai UAE*

Spearheaded team of Accountants and Administration staff, challenged to develop reports for higher management summarizing the business financial position in areas of income, expenses, capital usage and cash flows, and responsible for preparation of strategic plans, budgets and financial forecast

* Responsible for preparation, maintenance and filing of projected P&L Account, Balance Sheet and related schedules. Prepared P&L & Balance Sheet for monthly, quarterly & annual Financial & Management Accounts
* Monitored the credit control and ensure that overdue remains under control and prepare reports
* Reviewed detailed analyses of fixed assets, general ledger accounts, and forecast depreciation expenditure on a monthly, quarterly and annual basis
* **C**oordinate and assist various functional departments such as Leasing, Marketing Engineering, Operations, Housekeeping and Architects in their decision making by maximizing values and minimizing costs
* Maintained the cash flow of the Company and monitored policies and strategies initiating credit issues
* Monitored and analyzed General Ledger accounting to ensure that all revenues and costs are correctly allocated and monitored including regular reconciliations of accounts
* Analyzed accounts, reviewed and prepared financial reports and subsequently proposed and implemented solutions with respect to problem transactions and irregularities
* Established and maintained close relationships with bank managers, auditors and solicitors, ensuring compliance with all regulatory bodies. **P**articipated in the decision making of tenant mix and brands selections
* Coordinated in completing balance day adjustments, closing entries and internal control systems to allow all final statements and bank reconciliations to be complete
* Liaised with internal as well as external auditors
* Performed different financial and administration tasks such as Treasury Management, raise project finance from different banks, participate in Leasing and Marketing strategies, Debt pricing and restructuring, Risk Management and hedging and Management of derivates and overall administration of mall activity

**Director / CEO**  **Oct 2003 – Sep 2011**

*Sri Krishna Foods Ltd., New Zealand*

Helmed the start up of independent firm specializing in the delivery of products & services in FMCG industry in New Zealand for import of food stuff from Asian countries and distributed in Auckland with warehouse, distribution and retail set up. Spearhead and manage the strategy and drove the delivery of daily operations of the Company

* Oversaw Company operations to ensure Organizational efficiency, quality, service, and cost-effective management of resources
* Spearhead the team of professionals with knowledge and expertise across the core areas of FMCG industry, who can provide expertise in Sales and Supply chain as a value-add
* Designed & implemented systems, policies & procedures to facilitate internal financial control
* Reviewed activity reports and financial statements to determine progress and status in attaining objectives and revise objectives and plans in accordance with current conditions
* Oversaw and supervised the follows up of the established schedules and activities. Recruited and expanded staff to facilitate national rollout
* Prudently managed the Organization’s resources within budget guidelines & as per the regulatory compliance
* Developed and monitored strategies for ensuring the long term financial viability of the Organization

**Previously held positions**

**Accountant,** *Matrah Cold Stores, Oman* **Apr 2001 – Jul 2003**

**Chief Accountant**, *Al Reef LLC, Oman* **Jan 1994 – Mar 2001**

**Accountant**, *Kerry Jost Engineering Ltd., India* **Aug 1984 – Jan 1994**

**EDUCATION AND CREDENTIAL**



**Certification,** ACA

*New Zealand and Australia*

**Diploma,** Professional Accounting 2010

*New Zealand*

**Bachelors,** Commerce 1984

*Madras University, India*