OMKAR



 Dubai, United Arab Emirates

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Objective- A mid to senior management assignment with a reputed organization to utilize acquired skills and knowledge in delivering best-in-class results.

EXECUTIVE SYNOPSIS

* Overall 15+ years of industry exposure with 12+ years of finance and accounting domain experience.
* Core competencies in financial operations, management information system(MIS) and its execution.
* Adept in multi tasking and working with cross cultural teams in an international environment maintaining cordial working relations.
* Proficient in building, leading and mentoring teams eliciting superior performances.
* Proactive, results driven leader delivering excellence through effective communication, coordination, planning and execution.

 PROFESSIONAL EXPERIENCE

**BLEND MANAGEMENT SERVICES FZCO**, Dubai, United arab Emirates

Subsidiary of Blend Financial Services Ltd, is a global financial advisory and management consultancy firm. It offers end to end advisory and consultancy services for successful debt syndication of fund raising needs of corporate.

Helping Companies Raise Funds through Banks and Financial Institutions and Private Fund Houses. Specializing in financial deal structuring,the boutique offerings include an exhaustive gamut of financial products enabling the client to meet their financial goals at competitive terms and minimal turn around time.

**AVP-Business Development** March2017 onwards

Seek out and source new clients by developing networks and independently identifying and

developing relevant resources for sales and business development.

* Actively and successfully manage the sales process: this includes lead generation, client pitch; negotiations, closing deal and hand over to the credit team.
* Support the overall Business development strategy across all products, including identification of key segments and accounts and definition of customer proposition and key messages.
* Oversee and ad hoc assistance to credit team in preparation of CMA, Information Memorandum, bank teasers/profile on target companies.
* Adept in building and sustaining relationships with banks/FIs and other lending institutions for credit exposure of high value projects.
* Mid and Large Corporate Client origination by way of lead generation, coverage and servicing including but not restricted to cold calling and company research.

**SAUDI SPECIALISED PRODUCTS COMPANY,** Riyadh, Kingdom of Saudi Arabia

An affiliate of Sipchem(Saudi International Petrochemicals),a saudi joint stock company incorporated in 1999 involved in manufacturing and marketing of petrochemicals. [www.sipchem.com](http://www.sipchem.com/)

**Financial Controller** Jan 2015 –Dec2016

Leading the day to day financial operations of the business, timely and accurate financial reporting including statutory accounts, tax returns and monthly management information system(MIS)reporting.

Implementation of Microsoft Dynamix AX-ERP package in consultation with the CFO and departmental stakeholders.

**Financial Accounting and Reporting**

* Overseeing the preparation of monthly,quarterly,bi-annual and annual financial statements.
* Assist in preparation of templates, dissemination and compilation of Annual Budget.
* Ensure timely and satisfactory completion of all statutory audits and tax filings.
* Implementation of management information system(MIS) reporting as per senior management mandate.

**Cost Control**

* Ensuring cost control by cost centres and projects.
* Preparing and reporting contribution margin analysis and variance analysis to management.
* Analyzing financial aspects of product cost and its impact on cost of goods sold.

**Financial Management and Analysis**

* Manage aspects of the finance function including general ledger, fixed assets, accounts payable, accounts receivable, bank reconciliation and intercompany balances, Payroll processing.
* Monitor and control budgeted expenses and disbursements including detailed cost accounting and cost estimation.
* Managing liaisons with local and foreign banks for banking operations and facilities.
* Preparing forecasts and financial statement analysis.

**DE WISE ADVISE PRIVATE LTD**, Mumbai, India

De Wise Advise Pvt Ltd is a Mumbai based investment banking boutique firm providing corporate advisory services to Mid corporates and Small and Medium Enterprises(SME).www.dwaindia.com

**Asst.Vice President(Finance and Accounting)** Apr 2014 - Dec 2014

Report to CEO and responsible for making presentations to Chairman/Managing Director or other board of director of the company.

**Operation Management**

* Preparation of Project reports,financial analysis, loan proposals/bank formats,
* Oversee CMA, Information Memorandum, bank teasers/profile on target companies.

**Liaison management**

* Adept in building and sustaining relationships with banks/FIs and other lending institutions for credit exposure of high value projects.

**Business Relations/Development**

* Mid Corporate Client origination by way of lead generation, coverage and servicing including but not restricted to cold calling and company research.

**ZTE CORPORATION**, Shenzhen, P.R.China (base location Mumbai, with visits to H.Q.)

ZTE Corporation is a China headquartered global manufacturer of telecommunications equipment and network solutions provider. [www.zte.com.cn](http://www.zte.com.cn/)

**Sr.Manager, International Financing (Finance and Accounting)**Aug 2010 - Mar 2014

Reported to the Director-Financing, H.Q. and manage all aspects of **international trade and project finance** related to the company’s business for India region.

* Manage all trade finance activities regarding various contracts including initiation, presentation, negotiation, tracking payments, handling reimbursement claims and correspondence with banks.
* As the **subject matter expert** of the **Indian regulatory framework**, ensure compliance with RBI guidelines, FEMA 2000,Foreign Trade Policy 2009-14 and master circulars on external commercial borrowings (ECB) and trade credits, import of goods and services.
* Liaise with Indian banks to facilitate **establishment of banking facilities for clients viz. enterprises & telecom operators** and marketing and sales, commercial and Supply Chain Management teams in drafting payment terms of commercial contracts.

**Achievements**

Received recognition from the CEO & Director Financing, H.Q. for arranging **bill discounting under LC of USD 54 million collectively for Etisalat DB Pvt Ltd** (EDB)-a joint venture between Etisalat, U.A.E & DB realty

Made significant contributions in obtaining Reserve bank of India(India’s central bank)approvals for establishing ECB facilities for telecom clients/operators – **USD 350 million for SSTL and USD 255 million for Aircel**.

* Client Account receivables(AR) Accomplishment for FY13**:**
* Tata teleservices ltd (TTSL) -- **$25mn in Q1** and **$10mn in Q2**
* Reliance Communication Ltd (RCL) -- **$ 22mn in Q3** and **$13mn in Q4**
* Loop Telecom Ltd (LTL) -- **$2mn in Q3 and $1mn in Q4**

**TCS BPS (erstwhile CITIGROUP GLOBAL SERVICES LTD)**, Mumbai, India

TCS BPS is the global processing centre(Shared Service Centre) for Citigroup entities across the world. It services five out of the nine product lines of the Citibank N.A. in more than 45 countries as well as **global transaction services(GTS)**

**Manager, International trade operations(Finance and Accounting)** May 2006 – June2010

**Operation Management**

* Reported to the Vice President and led 2 team leaders & 16 transaction processing executives managing **transaction processing for India & Bangladesh Import/Export cluster** of Citibank N.A.
* Managed **issuance, advising, confirming and negotiating of export bills, transfer & stand-by letters of credit (LC) and guarantees** for clients of the bank ensuring adherence to the provisions of ICC UCPDC 600, ISBP, URC 522, URDG 458, URR 725 and Incoterm 2000.

**Liaison management**

* Coordination with Citibank branches for **priority transactions within stringent TATs**.

**Local banking regulatory and compliance framework**

* Generated scheduled **MIS reports** for senior management actions.
* Active participant in development and maintenance of business continuity plan(BCP) for trade finance department
* **Anti Money Laundering** surveillance

**Achievements**

* Completed a **Six Sigma Green Belt project using DMAIC methodology** reducing process errors, improving productivity and delivering man hours saving equivalent to **USD 20,000**
* Won a **Trade Vantage award** for exceptional quality of supervision of transaction processing.
* Received **Customer Appreciation award** for the management of the Bangladesh LC issuance desk.

**INTELENET GLOBAL SERVICES LTD**, Mumbai, India

**Team Lead - Customer Support, Retail Banking**Jun 2003 - May 2004

Client – **Barclays Bank**.

Responded to customer queries relates to internet banking accounts and resolved complaints within approved turnaround time (TAT), including specific account related queries and verification & rectification of account details.

**INTERNATIONAL RECTIFIER INDIA PVT LTD**, Mumbai, India

**Engineer -Global Planning & Purchase**Jan 2003 - May 2003

Looked after procurement of raw materials, preparation and review of Bill of material(BOM) including negotiations with vendors and finalization of purchase orders.

**SITEL INDIA PVT LTD**, Mumbai, India

**Customer Care Executive**Jun 2002 - Dec 2002

Client **– America Online(AOL)**

Addressed queries of customers pertaining to their accounts of America Online (AOL) via internet web based module.

EDUCATION

* **MBA-Finance**, Chetana’s Institute of Management & Research, Mumbai University (2004-2006)

 First Class - 61%.

* **B.E.-Electronics & Telecommunication**, SVP College of Eng. Pune University (1999-2002)

First Class - 60%.

* **Diploma-Electronics & Telecommunications**, Government Polytechnic Mumbai (1996-1999) First Class - 65%.

PERSONAL PROFILE

* Date of Birth: 23 September 1980
* UAE driving license
* Nationality: Indian
* Languages: English, Hindi, Marathi ---Proficient, Arabic--- Beginner

Thanking you,

Yours Sincerely,

**Omkar**