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| **PROFESSIONAL SNAPSHOT** | | **Finance Professional with exemplary GCC experience of 16 years as Head Commercial & Planning in AHI Carrier FZC, UAE, one of the largest Carrier Joint Venture Company responsible for the Carrier and Toshiba HVAC products across 108 countries. Proven track record in the field of Commercial and Planning functions at Senior Managerial roles, responsible for managing various Commercial and Supply Chain functions, inventory planning, budgeting, forecasting and reporting.** | | |
| **PROFESSIONAL OBJECTIVE** | **To obtain a challenging position in an organization in Commercial functions, where I can use my management skills and experience, for the betterment and growth of the organization**. | |
| **PROFSSIONAL SKILLS** | * Strong leadership, strong negotiation as well as operational skills. * Excellent Relationship Management, Analytical & Communication skills. * Aggressively identifies opportunities, develop focus and provide effective solutions. * Capable of exerting optimal effort in successfully completing tasks. * Ability to work on own initiative and having confidence and composure under pressure, to guide and lead a team. * Strong vision and quality of activities in performing duties and responsibilities. * Commitment to excellence and success with positive attitude. * Optimistic and a positive strength provider for co-workers and team members. * Understanding of external constraints and implementation of business and management techniques. * Understanding and execution of professional and ethical responsibilities. * Organized, Honest and Ethical. | |
| **PC SKILLS** | * **Oracle Supply chain modules.** * Microsoft Applications like **Word**, **Power point**, **Excel**, and **Outlook.** * Expert in **MIS Reports and Data Analysis, Hyperion**. * All basic computer skills. | |
| **PROFESSIONAL QUALIFICATIONS** | ICWAI – Associate member (Institute of Cost and Works Accountants of India)  B. Com  (Bachelors in Commerce)  Calicut University, Kerala, India | |
| **PROFESSIONAL EXPERIENCE** | **Head Commercial &Planning Aug-02 to Jun-18**  AHI Carrier Fzc,  A Carrier Joint Venture Company  SAIF Zone, Sharjah, United Arab Emirates  **Associate Manager – Finance Jan-94 to Jul-02**  Apollo Tyres Ltd,  Kochi, Kerala, India | |
| **PROFESSIONAL RESPONSIBILITIES** | **Head Commercial & Planning, AHI Carrier Fzc**  **Planning & Forecast Management**  Was responsible for 108 countries spread through Middle East, Africa, Russia & CIS, Central and Eastern Europe, Australia & New Zealand.   * Collating preparing and interpreting MIS reports and budgets. * Strategic analysis and planning. * Supporting management in preparing long term business plans. * Managing budgets, monthly forecasts, reporting variances, and supporting management in taking corrective actions. * Sales and Margin forecasts by market and by product. * Review of various cost elements to ensure accurate costing & timely cost control measures. * Liaison with managerial staff and team members. * Controlling and monitoring marketing expenditures. * Coordinating the WDB (World Data Base, a portal used by Carrier to capture the market size by product types, competition, market share, sales forecast for succeeding 5 years etc.) update.   **Commercial**  Heading Key Verticals; Customer Service, Procurement, Inventory and Logistics.  Was responsible for countries spread through Middle East, Africa, Russia & CIS, Australia & New Zealand.   * **Customer Service** * Liaison with customers for sales forecasts, regular orders, delivery requirements, project requirements etc. * Maintain & ensure compliance of Dealership Agreements& Sales Agreements. * Managing sale order processing ensuring that the sales orders are generated on time, pricing is accurate, orders are shipped out as agreed with customers and invoicing is done in line with revenue recognition principles. * Coordinate with purchase team to ensure timely order placement with suppliers and delivery in line with customer requirements. * Coordinate with warehouses in various locations/countries and customers to ensure timely delivery of various sale orders. * Ensure that all the commercial/shipping docs are accurate, including meeting the regulatory compliance, if any and complete the invoicing of all the orders delivered. * **Purchase & Inventory** * Overseeing purchase process including vendor selection, timely & accurate purchase order processing, accuracy of invoices received from suppliers spread thru various countries etc. * Price negotiation with suppliers. * Special pricing discussions for various projects. * Product certifications to ensure regulatory compliances. * Liaison with suppliers for timely delivery. * Purchase forecast to suppliers. * Monitoring various rebate schemes, marketing support schemes etc. with Carrier and Toshiba suppliers. * Coordinate with logistics team for arranging collections from the suppliers on a timely manner. * Managing multiple warehouses spread thru various Middle East, Europe, Australia & New Zealand as well as management of 3PL Service Agreements & Insurance. * Inventory planning & Reconciliation, Product Rationalization & Cost Optimization. * Excess & Obsolete inventory/aged inventory review and management of liquidation programs. * Item master maintenance to suit the various reporting requirements of the Organization/management. * **Logistics** * Liaison with suppliers & customers for timely delivery/collection of various orders. * Negotiate with shipping lines and forwarders to optimize the cost and service levels. * Review & approve letter of credit drafts. * Delivery orders for arranging collection/delivery of various orders. * Prepare shipping documents to ensure regulatory compliance with the local regulation of the respective country, meeting the requirements of letter of credit, if any. * Attestation/legalization of shipping docs. * Liaise with inspection agencies like BV, SGS etc. wherever such inspections are mandatory. * Coordinate with customer service team to ensure timely invoicing of all the orders immediately upon delivery/collection.   **As Associate Manager – Finance**   * Managing accounts up to Finalization. * MIS reports, budgets and financial statements. * Developing and managing financial systems policies and procedures. * Managing accounts payables and receivables. * Reconciliation of Fixed asset with depreciation schedule * Scrutinizing all ledgers. * Preparation and maintenance of product costing sheets. * Review of various cost elements to ensure accurate costing& timely cost control measures at different levels of product manufacturing. * Liaison with managerial staff and team members. * Controlling and monitoring cash flow and expenditures. * Coordinating with financial institutions.   Liaison with auditors, both statutory audits and cost audits. | |
| **PERSONAL DETAILS** | Date of Birth  Nationality  Marital Status | : 15thNovember 1969  : Indian  : Married |
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