**Sudhir**

### Email: sudhir.382980@2freemail.com

**Summary**

* Headed finance functions in different setups, including - manufacturing, trading, export-import, head/branch offices, multi locational, family owned, stock exchange listed companies etc.
* Designing & implementing systems, policies & procedures to facilitate internal financial control
* Formulating business plans / strategies, preparation of Budgets, Latest Estimates and variance analysis.
* Liaising & negotiating with banks for raising fund &non fund-based facilities, term loans.
* Handled public / right share issues as merchant banker in the initial period of career
* Monthly closing of books with proper accruals
* Preparationofstatutorybooksofaccounts,financialstatements, annualfinancialreports&Group reporting packages
* Costing& Margin Analysis. Developed major MIS report,
* Finalizing books of accounts and liaising with internal & statutory auditors ensuring timely payment and filing of returns
* Responsible for implementation of accounting system compliant with newly introduced VAT in UAE
* Supervising Branch offices
* Attended Board and Audit Committee meetings
* Close monitoring of receivables and inventory
* Carried out ERP implementation

# Experience

**Finance Manager** May 2015 - Jun 2018

### Glaze Granite & Marble Tr. Est., Sharjah - UAE

GlazeisrenownednameinMarbles,Graniteandothernaturalstonesandoperatingsincelast20yearsinUAE.Main operationofthecompanyisimportingstonefromvariouspartsoftheWorldandsaleinUAEandotherGCCcountries.

* + Headed entire gamut of accounting and finance division, including finalization of accounts and preparing reports ensuring compliance to Financial Reporting Standards while supervising the Accounts Team.
	+ Coordinating with auditors for interim and final audits.
	+ Implemented system of sales checking, physical verification, slow moving inventory, and other internal controls.
	+ Close monitoring of debtors and follow-up with sales team.
	+ Implemented Sales incentive scheme in the company.
	+ Monitoring cash flows to ensure timely payment to suppliers and bank settlements
	+ MIS, Budgeting and Variance analysis.
	+ Handling credit lines worth AED 50 Million with 3 banks. Monitoring LCs, TRs, Loans, Chq discounting.
	+ Successfully negotiated banks for better interest rates and lower margin money.
	+ Got sanctions of project loans worth AED 20+ Million
	+ Implemented Epicor ERP in the company and developed reports to support internal controls and management reporting.
	+ Implementation of VAT related invoicing, accounting and reports and timely filing of VAT return.
	+ DirectlyreportingtotheManagingDirectorandhandlinghisvariousadhocworkassignmentsandreports.Assisting him in sales planning and HR related issues.

**Head of Finance** May 2013 - May 2015

### Unifrutti Group, Dubai, UAE.

The Unifrutti Group established in 1981 by the De Nadai family is having end to end chain of fresh fruit business frompackhousetodistributioncenters.IthaspresenceinChile,SouthAfrica,Philippines,Italy,UAE,KSA,Bahrain, Qatar etc.

Earlier appointed in Unifrutti Asia DMCC and later visa was transferred to Unifrutti Gulf DMCC

* + Headed finance division, spearheaded financial operations, Working Capital Management, Accounts receivable
	+ Handled wide gamut of tasks encompassing Credit Monitoring & Payables, Cash Flow Management along with liaising & negotiating with Banks
	+ Carried-out MIS & Internal Control
	+ Monitoring financials and performance of branches at Sharjah, KSA & Bahrain and consolidating results.
	+ Detailed Budgeting and planning
	+ Financial statements, coordination with auditors, group financial reporting package

**Head of Finance and Commercial** Nov 2012 - Feb 2013

### Birla Jingwei Fibers Co. Ltd., Xian Yang, Hubei, China

### Aditya Birla Group

In 2008 BJFCL's 100-percent ownership was taken by the Aditya Birla Group of, which is $ 20 billion Indian corporation. The plant is located in Xianyang City, Hubei Province of China having capacity of 30,000 TPA viscose staple fiber (VSF)

Key Result Areas

* + Spearheadedfinancial&commercialoperations,Budgeting,WorkingCapitalManagement,AR&InventoryAnalysis of the Fiber Business of Aditya Birla Group in China
	+ Handled wide gamut of tasks encompassing Credit Monitoring & Payables Cash Flow Management along with liaising & negotiating with Banks and Government Authorities
	+ Carried-out MIS Documentation, Auditing, Internal/ Cost Control, Costing, Pricing & Financial Analysis

**Head of Finance** Jun 2010 - Nov 2012

### Oman Ceramics Co SAOG, Sohar, Oman

### Suhail Bahwan Group

Oman Ceramics Co SAOG, part of Suhail Bahwan Group, is manufacturer of vitreous china sanitary ware having 300 employees and listed on Muscat stock exchange.

**Highlights**

* + Consolidated monthly accounts with proper accruals & MIS with Variance Analysis and detailed business & profit reviews
	+ Documented Quarterly and Annual Financial Statements as per IFRS and facilitated Internal/ Statutory Audit coordination
	+ DiligentlyattendedAuditCommitteeandBoardMeetingsalongwithCEOandhandledsecretarialrelatedfunctions, including Corporate Governance and Policy & Procedure Compliance of the company
	+ Spearheaded Costing/ Pricing/ Finance/ Contribution/ Margin Analysis for non-retail sales and supervised procurement, Payroll and IT functions of the company
	+ Dexterously handled Import & Port Clearance and Custom Exemption and Refunds
	+ Facilitated close coordination with Sales and Production Departments and effectuated reviewing contribution; pricing of non-retail sales & reduced DSO substantially
	+ Imitated inventory aging calculation and focused liquidation of old non-moving FG Inventory and rescheduling of Govt. Soft Loan for another 10 years
	+ Implemented ERP

**A.G.M. (F&A)** Apr 2006 - May 2010

### ACC Limited, Mumbai, India

### Lafarge Holcim Group

Apr’06 – May’10: ACC Group- India (Part of Holcim Group, Switzerland)

**Growth Path with Highlights**

**Apr’06 – Dec’07: Manager – Finance (ACC Ltd., Jamul – Bhilai)**

* + Spearheaded Finance Department of the Jamul Cement Works, encompassing 1.58 MTPA Slag Cement Manufacturing capacity with Coal based Captive Power Plant
	+ Dexterouslyhandledentirefactoryaccountingencompassingaccountspayable/receivables,assetsmanagement, generalledger,excise,VAT,monthendaccruals,monthlyclosingofaccounts,costing,varianceanalysis,budgeting etc.
	+ Secured Permanent Membership of Tender Committee for procurement

**Oct’07 – May’10: Assistant General Manager – Accounts (ACC Concrete Ltd., Mumbai)**

* + ServedasaMemberofSpin-offTeam,responsibleforSAPDataTransferofGeneralLedgerandhandledCorporate accounts, while reporting to CFO
	+ AdministeredGeneralLedgerandAccountsPayableacrossthecompanyandscrutinizedGLandVendorsAccounts for all locations
	+ Supervised Regional Accounts-Incharges
	+ Consolidated budgets at corporate level along with quarterly & annual financial statements and its audit
	+ Facilitated close coordination with Internal/ Statutory Auditors for Quarterly Limited Review Audit, Year-End Accounts (Jan. to Dec.), Tax Purpose Accounts (Apr. to Mar.) and Tax Audits
	+ PlayedapivotalroleinmanagingAccountsDepartmentofthenewlyformedcompanyandconceptualizedadetailed MIS Report used by M.D., while ensuring stringent adherence to timelines

**AGM Accounts** Apr 1994 - Apr 2006

### Ruchi Soya Group, India

Apr’94 – Apr’06: Ruchi Soya Group, (Major Edible Oil Company in India) **Growth Path**

Apr’94 – Feb’95: Management Trainee – M.P. Glychem Industries Ltd., Gadarwara Manufacturing plant (Soya Solvent extraction & Edible Oil Refinery)

Mar’95 – Oct’96: Executive - Ruchi Infrastructure Ltd., Mumbai Merchant Banking Division

Nov’96 – May’99: Sr. Executive - M.P. Glychem Industries Ltd, Indore Edible Oil Trading Division

Jun’99 – Jul’02: Manager – M.P. Glychem Industries Ltd., Kolkata Edible Oil Trading Division

Aug’02 – Aug’05: Sr. Manager Finance – M.P. Glychem Industries Ltd., Haldia Manufacturing plant (Edible Oil Refining & Vanaspati)

Sep’05 – Apr’06: A.G.M. (Accounts) - Mid-India Engineering Ltd., Gandhidham, Manufacturing plant (Sponge iron, Billets and Tor Steel)

# Education

## The Institute of Chartered Accountants of India 1989 - 1993

### Chartered Accountancy, Accounting, Finance, Taxation

ACA

**Maharishi Dayanand Saraswati University, Ajmer, India** 1986 - 1989

Bachelor of Commerce, Accounts, Management, Economics, 1st

B. Com.

**Association of Taxation Technicians** 2018 - 2018

### VAT compliance diploma – UAE, Value Added Tax

Diploma was facilitated by PwC Academy ME.

# Skills

Value-Added Tax (VAT) • ERPImplementations • Accounts Payable & Receivable • Costing • Monthly Close Process • Financial Statements • Budget and MIS • Microsoft Excel • Banking • Financial Reporting

# Certifications

## Certificate Course on UAE VAT from ICAI - Dubai

54 • Apr 2018 - Present

# Honors & Awards

**Certificate of Honour •** Head - Training and Development**•** Sep 2011 Appreciation for contribution made towards knowledge sharing and people development.

**Special Recognition Award •** Head - Human Resources**•** Feb 2008

Appreciation for effective contribution as Spin Off team member in successful implementation and meeting the business outcome from SAP.

# Personal Detail

**Date of Birth:** August 20, 1969

**Languages Known:** English and Hindi

**Driving License:** India, Oman & UAE