**santosh**

**CHARTERED ACCOUNTANT | FINANCIAL PLANNING &ANALYSIS**

**BUSINESS STRATEGY | BUSINESS PLANNING**

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**CAREER SUMMARY**

* Qualified Chartered Accountant with 9+ years of experience in Financial Planning & Analysis;
* Experienced in budgeting & forecasting, variance analysis, profit &loss assessments, revenue analysis and sales & revenue analysis;
* Experienced in analyzing financial reports to pinpoint areas with the potential to realize greater financial efficiency;
* Leverages business insights to drive organizational improvements and best practices;
* Expertise in formulating and implementing group budgeting and planning, reporting, ratio analysis and
* Prepare and support the management in preparing the businesses long range financial plan.

**Areas of Expertise**

**PROFESSIONAL EXPERIENCE**

**Globalink Logistics DWC LLC (March 2016 till date)**

Finance Manager

**Apparel Group,Dubai, UAE(January 2014 – February 2016)**

Chief Accountant

**Mattel Toys India Pvt Ltd, Mumbai(June 2007– December 2013)**Senior Financial Planner & Analyst

**Price Waterhouse Coopers Mumbai (June 2003-June 2007)**

Senior Associate

**domain skills**

* Performing business and financial analysis; investigating and understanding key business & financial issues behind the numbers and providing clear, concise and timely analysis & recommendations.
* Prepare annual operating budgets and quarterly forecasts for the regions/divisions/regional office facility.
* Support Profit and Loss management by monitoring and analyzing business operations, sales, operating cost and ancillary business income and expenses to budget and forecast data.
* Generate timely variance and trending analysis with commentary for executive management review.
* Produce detailed regional/brand/divisional analysis for each division across the business to allow for an accurate assessment of potential annual revenue rate growth.
* Develop three/five-year projections and present to the management for evaluating company growth opportunities from existing assets.
* Assisting top management in developing and implementing need-based plans / strategies for maximizing profitability & revenue generation from all streams & realize organizational goals. End to end management of new business Projects.
* Preparation and analysis of group capex & Opex budget and project the fund requirement for business development projects (business expansion and new projects)
* Group Budgeting and Planning -Co-ordinate and drive annual budgeting for GCC region for the group. Collect, Collate, review and finalize group budget and conduct management review before finalization. Periodic review of brand wise budgets with new stores and changes to the existing budgets in coordination with brand GM and team.
* Monthly/ Quarterly Business reviews - Lead the business review meeting with Sr Management and Division Heads Preparation and review of management review packs and getting sign off from brand GM/BM s prior submission to management.
* Evaluating internal control systems / procedures, preparing audit reports with a view to highlight the shortcomings and implementing necessary recommendations.
* Formulating budgets and conducting variance analysis to determine difference between projected & actual results and implementing corrective actions.Preparing MIS reports and other statements to provide feedback to top management on financial performance viz. revenue, fund management, credit control, profitability, etc.
* Review of existing processes and identifying areas of improvement, Identification and rectification of process gaps, spearheading process automation initiatives.
* Calculate ATV, ASP, Store Density, Average units /transaction for new and existing business and compared with brand benchmark and plan. Engage in calculation of Breakeven, Pay Back period, ROI, GMROI, Stock turn etc. for BU s brand portfolios and review with management team.
* Collaborated with marketing team to complete pro-forma income statements and prepare cost estimates to support product development decisions on new and reformulated products.
* Long Term financial planning, forecasting expenses and other costs based on historical trend and future plans, Vetting and forecasting Capital Expenditure Budget, Quarterly review of business performance; actual vs. Budget
* Responsible for the complete planning and management activities for ensuring completion of internal, statutory audits within scheduled time and cost budget as per annual requirement.
* Benchmarking of stores based on sales/profitability in region and location and frame strategies to improve the performance of other brands/outlets
* Conducting monthly payroll, verification of various books of accounts to detect any possible error and ensuring that accounts prepared conform to accounting standards.
* Accountabilities include identification of key risks, controls, performing gap analysis; identify design weakness, testing operating effectiveness, communication of findings and recommendations with the top management
* Reviewing reliability/ integrity of business processes & operating information and systems aligned to policies, plans, procedures, laws and regulations.
* Assist accounting department by analyzing G/L period close to identify cases where adjusting entries are needed.
* Utilized Business Objects to perform ad hoc analysis and automate reporting of daily sales.
* **Project Management:** Responsible for project management for new business. Experience in Manpower Planning, Cost budgets for new project and process design for finance transformation process.

**Treasury Operations and Management:**

* Responsible for managing the bank portfolio and maintain strong relationship with banks for the group.
* Manage all trade finance requirements and liaise with Bank and Financial institutions for financing of new projects, new facilities and renewals. Also do the investment analysis for the group to project the revenue generation and analysis as required by banks/financial institutions for funding purpose.
* Forecast working capital and capital expenditure needs and ensure all funding requirements are met in time. Preparation and finalization/sign off of capex budget and project fund requirement and negotiate terms with banks to fund the same without any delay.
* Ensure that all trade finance requirements including bank guarantees, LCs/SBLCs, shipping guarantees, etc. are met in timely and cost-efficient manner and quarterly / annual review/renewal of the same.

**Costing**

* Determination of Import cost of goods, freight, customs, and transport charges allocation based on stock kept unit value. Product pricing and standard deviation from budgeted cost on a monthly basis for import purchases.
* Analysis of deviation of actual cost from budgeted cost, determination of variance in actual manufacturing, shipping and transport cost with respect to annual budgeted cost.
* Ensuring that Finished Goods & Raw Materials are reconciled from ISIS to CODA, Oracle and Hyperion on a Monthly.
* Ensuring proper accounting of Destruction of Stocks, Adjustment of Obsolescence during dispatch to Associated Cement Company at the end of the year for Finished Goods and Raw Materials

**Soft skills and managerial abilities**

* An achievement driven, strategic thinker and result go-getter, confident, great facilitator and change manager with skills in developing good working relationships across hierarchy and among peers, enjoying rock-solid reputation of integrity with the organization. Recognized for outstanding decision-making skills and inspiring team to deliver time bound results.
* An excellent communicator with good interpersonal and analytical skills. Detail oriented, observant and great problem solver with flexible mind-set who builds strong and collaborative relationships to achieve desired results.

**IT Skills**

* Office suite - Microsoft Office - Advanced Excel Macros &Pivots, PowerPoint
* Business Intelligence - Hyperion Reporting, Business Object, Props
* ERP`s - Oracle, ISIS CODA, MS Navision& tally, Peach Tree and Mainbase
* Project Management (PMP) - - Implemented Oracle for Mattel India

**Education**

* **Chartered Accountant; 2008** from Institute of Chartered Accountants India (“ICAI”)
* **Bachelors in Commerce & Accounting** from Mangalore University

**PersonalDetails**

* **Date of birth:**13thJune 1981
* **Languages:**Fluent in English and Hindi
* **Nationality:**Indian
* **Driving License**: Valid UAE (Dubai) and India (LMV)
* **Visa**: Dubai Residency Visa (transferable)