

Srikanth Gopalan

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CHIEF _____ *Over 21 years of extensive expertise in the arena of Financial Operations in SME Sector*

FINANCIAL _____ *Finance & Accounting / Fund Management/ Budgeting/*

OFFICER _____ *Auditing/ Financial Control/ Tax & Regulatory Compliance/ Information System*

Aiming for Top-Level Positions in SME Sector in a Highly Reputed Organisation

Qualified Chartered Accountant & Cost Account with exposure to diverse business operations in the areas of Project Management, Business Development & Logistics. Demonstrated ability in improving the profitability of the company through change in organization focus and introduction of new, efficient systems and processes. Senior level executive with extensive finance, administration & accounting experience in diverse industries. Proven ability to improve operations, impact business growth & maximize profits through achievements in finance management, cost reductions, internal control & productivity improvements. Adept at analyzing the financial viability of new ventures/ new projects and forecast the amount of project finance/ funds required. Strategize pricing structure in volatile scenario of spiralling input costs so that bottom line goals are met. Conversant with Excise Duty, VAT, Service Tax GAAP, IFRS and IT. Skilled in raising project finance, negotiating for debt restructure and introducing cost efficiencies.

Distinction of swiftly ramping up end to end implementation of Green field projects. Played a lead role in conducting techno-commercial feasibility study of an ambitious backward integration project; raising necessary finance. Experience in conceptualizing and implementing financial procedures. Handling working capital management, internal financial controls, and costing. Proficient in handling all financial operations as well as audits & tax functions. Adroit in preparing Annual Budgets, Business Plans, Internal Projections. Strong qualifications in general management, business planning, systems implementation & staff development. An effective leader with excellent communication, analytical, team building and relationship management skills.

BUSINESS SKILLS

Strategic Planning: Heading finance functions involving determining financial objectives and facilitating internal financial control. Instituting internal control systems viz. Receivables, Payables, Inventory as well as keeping a constant vigil over overhead expenses. Planning and strategizing both organic and inorganic growth of the company.

Financial Control: Implementing financial results forecasting system for providing accurate future results projections & budgeting system ensuring timely compilation & presentation of Budgets.

Fund Management: Monitoring cash flows and ensuring that funds are arranged in the most cost effective manner after projecting cash forecast ensuring that there is no shortage of cash in hand. Preparing working capital monitoring reports for the Banks provisional balance sheets and profit and loss account. Arranging with banks for funding for capital items such that long term funds are deployed for such utilization Optimizing utilization of working capital, arranging OD facility at competitive rates as well and deployment of surplus funds.

Finance & Accounts: Presenting a true & fair view of the financial position of the company by preparing financial statements conforming to Indian GAAP. viz. P&L Account, Balance Sheet and annual reports. Conceptualizing, implementing and supervising general ledger and financial reporting processes and on time compliance of accounting

standards. Preparing monthly financial reports, implementing internal controls, manual & reporting the same. Handling the completion of statutory audit. Sound knowledge of IFRS.

Profit Centre Operations: Designing business plans for maximizing profitability, revenue generation, realise corporate goals & strategies in coordination with macro plans of organization. Scoping, understanding and analyzing the customer's environment and identification of gap. Streamlining the pre existing processes to enhance efficiencies, while minimizing operational time & costs. Achieving revenue, profit and business growth objectives within start-up, turnaround and rapid-change environments. Utilizing a process-oriented approach towards the accomplishment of cost, profit, service and organizational objectives.

Auditing & Taxation: Coordinating with Tax Authorities for ensuring compliance of tax provisions accordingly & appearing before them in connection with assessment proceedings and resolution of disputes by means of appeals and settlements. Organizing compliance with respect monthly Service tax, TDS and VAT and Excise Duty. Filing of TDS return on quarterly basis, Service tax return on half yearly basis and VAT return on annual basis and Excise returns on Monthly and Annul basis.

PROFESSIONAL EXPERIENCE WITH HIGHLIGHTS

Since Jan'09 Consultant with SMB Enablers, Chennai

A Management Consulting co-promoted to provide CXO services to Small to Medium Enterprise..

- ⇒ In charge of Finance & Accounts Vertical of SMB Enablers.
- ⇒ Provide both tactical and strategic support to Clients.

Oct'03- Oct'08 General Manager with ECOF Industries Private Limited, Chennai

A manufacturing company engaged in the manufacture of dish washing and laundry detergent products with eight factories and distribution net work in entire southern India.

- ⇒ Focussed on consolidation of factories, backward integration & amalgamation of multiple entities in VAT scenario.
- ⇒ Spearheaded business operations with respect to meeting the targets, statutory compliance and regulating finance, accounts and control functions.
- ⇒ Raised need based funds both long term and short term.
- ⇒ Developed strategic goals and significantly contributed towards the evolvement of plans and continuous monitoring of cost.

Jan'96- Jun'03 General Manager with Quest Marketing Services, Goa

A service company, specializing in hotel equipment such as Water Purifiers, Air Conditioners, Deep Freezers, Kitchen Equipment and Air Curtains. The company is distributor for Alfa, Blue Star and several other well known brands and also provides civil engineering services such as restoration of building and epoxy flooring.

- ⇒ Focussed the company's orientation on business development from main industries located in Goa, such as Hotels, providePharma, Food and Hygiene industries in line with the industrial environment of Goa.
- ⇒ Successfully cultivated and secured key accounts viz. Nestle, Procter and Gamble, Reliance, L&T –ECC, German Remedies, Unichem Labs, Cipla, Grasim, Taj and Leela hotels.
- ⇒ Effectively introduced the control through systemic processes at all levels of operations such as sales, receivables, inventory and operational expenses.
- ⇒ Assigned targets in tune with the macro business plans of the organization and ensured their achievement.
- ⇒ Successfully organized project finance and finance for working capital requirements.

Sep'87- Dec'95 VS Dempo & Company, Goa

Growth Path:

Sep'87- Mar'89

Finance Executive - worked through various functions in finance, legal, Accounts, taxation, purchase, secretarial and commercial (Virtually, every alternate year there was a promotion. I Started as Fin Exec and then Senior Fin Exec (April 89), Deputy Manager (April 90), Manager (April 92) and Senior Manager (April 94))

Apr'94- Dec'95

Senior Finance Manager

Dempo group is functional in mining and exporting of iron ore, manufacturing of calcimined petroleum coke, pig iron and the other businesses.

Mining Division:

- ⇒ Closely worked with external consultants as in-house expert and established a measurable cost system for the earth- moving equipment operations.
- ⇒ Streamlined the purchase mechanism & stores management for mining equipment and other capital goods leading to substantial savings in costs.
- ⇒ Introduced the concept of using hired trucks on business partnership basis for transportation of iron ore from mines to port jetty leading to cost saving.
- ⇒ Secured write-offs for foreign debt from RBI under FERA and secured finance for several projects.

Industrial and Marine Paints Division:

- ⇒ Increased the turnover of the company by introducing institutional sales of marine paints.
- ⇒ Instrumental in setting up of a modern paint plant as a Green field project in Goa from conceptualisation to on stream commercial production.
- ⇒ Actively involved in negotiation with a Korean Company for technology transfer.
- ⇒ Successfully negotiated with Naval Metallurgical Research Institute and Central Electro Chemical Research Institute for technology transfer.

Apr'86- Mar'87 Industrial Trainee with BHEL, Tiruchirapally

- ⇒ Gained knowledge & experience of the account function in various divisions.

PROFESSIONAL QUALIFICATION

Associate Chartered Accountant from the Institute of Chartered Accountants of India in the year 1987.

Part 1 of Management Accounting Course from the Institute of Chartered Accountants of India in year 1987.

Graduate CWA from the Institute of Cost & Works Accountants of India in the year 1987.

Achieved 3rd rank across India at Intermediate Level.

Bachelor of Science (Mathematics) from Chennai University with distinction in the year 1983.

PERSONAL DETAILS

Date of Birth : 19th March 1963

Address : 13/25, Baba Foundation, Krishnamoorthy Street, West Mambalam, Chennai - 600033.