

MITU SHARMA

FCA, ACMA, B.com

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PROFILE SYNOPSIS:

FCA & ACMA with more than 17 years of progressive experience in corporate finance and accounting in diverse business spectrums of ***SAAS, Healthcare, Retail online, Pharma research & drug formulation, Shipping*** across different business sizes, ownership types and finance complexities.

I have worked extensively with ***PE and VC-backed companies***, aligning financial strategies with investor expectations while driving value creation in high-growth environments.

Core competencies:

- Financial Strategy & Planning
- Financial reporting, audit & Compliance monitoring of entities located in India, UAE, US, UK and Singapore.
- Fundraising & Investor Relations
- Financial budgeting, forecasting & MIS dashboard development
- Cash Flow Management
- Risk assessment and management
- Financial Systems Implementation
- Business Process evaluation & improvement
- Cost optimization and profitability improvement
- Commercial negotiations- contracts and agreements
- Transfer Pricing
- Talent selection, development, mentoring and retention

Career Highlights:

- Helped in getting ***credit rating*** two notches higher than existing rating which was one of the major factors in company's buyout valuation.
- Collaborated with the executive team to define and track ***key performance indicators (KPIs)***, driving data-informed decision-making across departments.
- Collaborated cross-functionally to align sales, customer success, and finance, while developing and implementing an ***incentive policy and ESOP*** scheme to drive employee engagement.
- Implemented ***risk management strategies*** through tailored insurance coverage and built financial models for scenario planning and risk analysis, ensuring sound financial decisions.
- Helped client in ***optimization of crucial costs*** which were instrumental in getting good deal and valuation
- Assisted client in getting complete compliance health checkup done and resolving all pending non-compliances before impending due diligence
- Played a pivotal role in ***debt restructuring*** due to delay in project initiation

- Provided a great deal of **stability** to keep the finance and accounting functions running smoothly during a rough patch due to 50% staff retrenchment **without any irregularity, delays and non-compliances**
- Negotiated existing /new contracts and arrangements in favour of the company
- Successfully implemented SAP B1 (with customisation to suit industry specific requirements) as the Finance project lead
- Have track record of **setting up new teams** and processes in synchronization with organizational goals and objectives
- Continuously built & provided an atmosphere of support & motivation that breeds top performers, led deeply motivated teams of professionals.
- Managed **staff retention** at 95 to 98%

Employment History:

AntWorks, Global

Feb'22 to till date

Designation- AVP- Finance (HOD)

I'm acting as de facto CFO, reporting to CEO and BOD. Was appointed during tough times of the company after COVID and to handle management change. During last three years I ensured;

- Reaching to **mutually amicable solutions** between investors and original founders.
- Elimination of **unnecessary, non-serving costs**
- Bringing group's **compliance status back on track**
- Timely sharing of **annual financial plans and forecast** for foreseeable future with board and tracking actual results on regular basis
- Strict **cash flow** monitoring to ensure optimum utilization
- Implementation of **risk management strategies** through tailored insurance coverage and building financial models for scenario planning and risk analysis, ensuring sound financial decisions.
- Cross functional collaboration to align sales, customer success, and finance, while developing and implementing an **incentive policy and ESOP scheme to drive employee engagement.**
- Building **transfer pricing structure and tax planning** for the group
- Maintaining **investor and board's confidence** by demonstrating strong financial outcomes, financial discipline and control.

Wooqer, Global

Mar'19 to Dec 20

Designation- Director- Finance & Legal (HOD)

Being part of the core management team I was responsible for overall financial , legal and secretarial matters of the company which include , apart from regular compliance assurance; developing Business Plans, driving growth matrix with CEO, business process evaluation and improvements, strengthening internal control processes and governance, raising bank loans, assisting CEO in PE/VC funding, fund management, Budgeting, MIS dashboards, leading cost optimisation and profitability & efficiency improvement strategies, risk evaluation

and management, transfer pricing and overall Tax planning for all the three entities in the group registered in different countries. I was also responsible for taking care of investors relationship.

My CFO, India

Apr'15 to Feb 19

Designation- AVP- Delivery

Worked as **Finance Head** on deputation for the clients.

Responsibilities included;

- Overall supervision of Finance, Accounts, internal control and audit, finalization of Accounts of the clients and their subsidiaries.
- Working as a strategic business partner by offering actionable business insights supported by financial data
- Helping management in business modelling and institutionalizing initiatives that increase efficiencies and profitability
- Implementation, evaluation and monitoring of ICOFR
- Review of contracts and agreements.
- Finalization of MIS & Budgets
- Representing Finance department in BOD meetings
- Cost control and efficient & effective utilization of available resources
- Arranging finance and fund management
- Ensuring statutory and secretarial compliance.
- Representing company in government and non-government offices
- Tax planning and transfer pricing

I handled following projects while working with MyCFO:

Myra Medicines (Metarain Distributors Pvt Ltd) , an online medicine delivery start up invested in by Matrix Partners, Times Internet and Dream Incubators : Was appointed as Finance head by investors and continued till it was finally acquired by Medlife.

iQuanti Inc. Engaged in digital marketing

Was appointed as CFO by promoter to help him in driving growth and removing lacunas in system/processes as well as handling other responsibilities attached to role of CFO.

Motherhood Hospitals (Rhea Healthcare Pvt Ltd) acquired by TPG backed Asia Healthcare Holdings: Was part of MyCFO team appointed by TPG Capital to handle all the issues related to change in management and investment of money.

Semler Research Center Pvt Ltd: Was appointed as CFO by the promoters based in USA for transparency in records and better co ordination between CEO and promoters.

E.bit Group, Australia

May'14 to March'15

Designation: Sr Audit Consultant

Responsibilities included designing of Internal Audit system including preparing of process layouts, audit check lists, report formats, putting adequate internal checks to remove inherent system weaknesses and to ensure minimization of process errors

B P Poddar Hospital & Medical Research Ltd
Designation: DGM-Finance &Accounts (HOD)

Feb'08 to May'13

Was responsible for general supervision of finance, accounts & commercial matters, statutory compliances, finalization of Accounts and Secretarial matters, project financing, fund management, Budgeting & MIS, Cost & Credit Control, representing the company in Banks, I.Tax, VAT, Service Tax, ESI and other govt departments/agencies, negotiation and finalization of contracts & agreements amongst others.

Led a team of 10 members

Chambal Fertilisers & Chemicals Limited
Designation: Manager-Finance & Accounts

July'06 to Jan'08

Was responsible for treasury, Payroll (shore & floating Staffs) and Audit & statutory compliance. Led a team of 4 members

M/s Singhi & Co., Chartered Accountants, a member of Baker Tilly International

Designation: Manager-Audit

Mar'04 to June'06

Handled statutory, internal and Tax Audits as Team Lead in companies of different sizes and in different industries.

Set up internal controls and internal checks for a newly formulated company

EDUCATION:

Passed CA Final in Nov. 2003

Passed ICWA Final in Dec., 2000.

SPECIALISED TRAINING & CERTIFICATIONS:

- Completed Certificate course on **Ind-As** conducted by **Institute of Chartered Accountants of India**
- Completed certificate course on **MSME** conducted by **Institute of Chartered Accountants of India**
- Certificate on **Corporate Financial Risk Management** conducted by **Dun & Bradstreet**
- Completed training program on **GST**
- Participated in *Internal Audit Training Programme on NABH STANDARDS* conducted by **Institute of Applied Quality Management**.