**Sameer Tapriya**

**Education**

**CA –Nov 1996**. Did Article ship in N Delhi with Ray & Ray.

ICWA- Inter- **Jun 1994**

**B.Com (H)- 1993, Delhi University**

## Professional Summary

###### Accomplished, result oriented professional with 26 years of experience in effectively leading finance organization with large businesses in Telecom/Manufacturing. Handled channel sales and multi-location manufacturing setup. Demonstrated ability to drive growth, control costs, and improve efficiency to drive profitability with adoption of technology and through change management.

###### Effective working capital management, strategic planning, compliance, financial analytics to manage changes . Leading across various departments of the organization cross functional teams, with proven leadership skills.

**Worked in functions other the core finance, like implementation of various management systems.**

###### Core Competencies:

|  |  |
| --- | --- |
| Strategic planning & Organizational leadership | IMS implementation/ waste management |
| Budgeting, Cost Management & Analysis | Controllership, and Compliance |
| New Business Initiatives, Financial Planning and Operations supportStrong business acumen | Process development, Innovation through technology adoption & Improvement in productivity **Environmentally friendly initiatives** |
| ***Commercial negotiations***  ***ERP implantation ( Oracle 11i, and SAP HANA)*** | **Dealing with senior Government officials**  **Government incentive Schemes** |

###### Key acievments -in all employments

* Cost control, inventory management, Accounting Compliances
* Strategic engagement for business expansion, capacity planning, cost Saving.
* Commercial activities, various non-core finance activities.
* Waste management, controlling wastages and reducing consumption.
* SOP and process preparation, management Review mechanisms, developing costing techniques.

###### Experience

## Since Feb2024 | Archean Industries | Finance Head, Chennai

General Manager Finance at Archean group, it’s a listed entity with a group turnover of Rs 2000 Cr/ annum. Acting as Finance Head for Granite and Salt business of the group, having plants at Andhra Pradesh, Karnataka and Gujarat.

Key responsibilities

1. Timely and correct accounting for the month, in SAP and Tally software.
2. PL preparation, projections, reviews and anticipation for the balance year.
3. ABP formation, Bank loans applications.
4. Statutory Compliances, statutory and internal audits, management reviews.
5. Business and Product costing, new product pricing.
6. Sales accounting, collection reviews, pending PO, pending GRN reviews.
7. New capex proposals, Capex Budget preparation and comparison, Cost to Complete reviews.

## From Feb2023 to Feb 24|Gold Plus GlassI Plant Finance Controller, Belgaum

A Green field project of installation of 3 glass manufacturing line, with a total capex planned for Rs 2500 Cr. Production capacity of 2000 MT per day and Expected turnover of Rs 3000 cr. Per annum.

At the time of leaving the organization, turnover was Rs 50 Cr/ month. Present turnover is about Rs 600 cr per annum.

Handling a team of 14 members in accounts and Finance department, with two Chartered Accountants and One intermediate.

Apart from below mentioned functions, new activity handled

* Submission of state capex subsidy documents and follow up.
* Collection control and channel management.
* Bulk material reconciliation like Limestone, sand, soda ash , furnace oil etc.
* Capex reconcilltaion and Inventory management systems for self-procured capex items.
* Payment verification by ASM ( Area of Specialized monitoring)
* Quarterly audit as the company was applying for IPO.

## Since May 2019 | Cost Controller at Katerra India , Hosur

Roles Responsible

1. Monthly costing process for three locations, 6 plants. The work includes

* Ensure running of SAP HANA , production order process, follow up for delay in production orders confirmations.
* Comparing cost ( material) as per production orders against actual consumption and finding out the reasons.
* MAP of the input, reasons of variation and rectification of the same/ suggesting accounting entries to compensate the difference.
* Comparing of cost with budget and previous months actuals.
* Ensuring all accrual entries for all the plants are entered. Taking confirmation from respective departments on expense.
* Followup for all GRN and GIN for factories and sites.
* Regular stock take of raw material, WIP and FG and quarterly external audit for the same, analyzing the reasons of differences
* Ageing and disposal of old inventory, stock levels.
* Monthly costing process for three locations, 6 plants. The work includes

1. Presentation of plant wise profitability.
2. Valuation of inventories, bank stock statements. Internal control on high value items like steel and aluminum tec.
3. CFT for cost saving initiatives -like power cost, idle rental machinery cost.
4. SAP implementation and data migration. Maintaining SAP stock.
5. Preparation of project budget, comparing with tender costs.
6. Supporting and supervising procurement department for discount schemes on purchases and Scrap disposal revenues.

## Since Jun 2012- May2019 | Finance & Operations -Tab India-Hosur

* Measuring Manufacturing efficiency, capacity planning.
* Cost comparisons with budget and previous actuals, reasons of variations and previous periods. Raining alarms and suggesting methods.
* SAP B1 implementation. Trouble ticket raising, and comparing with actuals.
* Strategic engagement for business expansion, capacity planning
* Helped in reduction of costs at factories through capacity planning, production planning, driving efficiency and cost control.
* Worked extensively in cross functional teams both at India and Global level for development and implementation of various programs.
* New capital projects evaluation, feasibility study, negotiation with the vendors, monitoring of the project, capitalization, etc.
* Established systems of budgeting, planning, MIS, effective monitoring of plant based P&L and financial analysis for measurement and support.

###### Successfully set up 100% EOU unit, from the stage of developing business case, Managing Capex projects implementation at Company level with project team.

###### Major saving in cost of electricity by various cross functional initiatives, saving in overtime cost.

###### Initiating waste management through commercial viable projects of 5000 MT/ annum.

###### Initializing and collection government subsidy schemes.

Sep-2008 to Jun2012 Circle Tata Teleservices Limited-Finance head (Rajasthan and Haryana)

* Established Finance as a forwarding looking function integrated with business.
* Main task was to control business finance position and support COO of the circle administratively
* Work as Watch dog and update HO finance with compliances and actions. Saving in correcting the demand notes of VTM penalties
* Support business team in taking calculated decisions, confirming the decisions from finance part.
* Budgetary control.

###### Dec2000 to Sep08 Sr Manager – Bharti Airtel Limited. Long distance division and Airtel DTH division, NCR

* MIS and Monthly closing, audit closure both external and internal.
* Closing as per listing requirements, US GAAP and Indian GAAP closure.
* Vendor payment, TDS compliances, fund management
* Commercial activities like rate of trenching negotiations, ROW calculation . saving of huge amounts by effective bill checking, better negotiations and getting ROW demand notes corrected.

## Nov 1997 to Dec2000, management trainee at Sterlite Industries, silvassa and Pune

* Joined as management Trainee and then Sr. Officer. Responsible for vendor payments, employee taxation, sales tax , employee payments

## Address-

**Current** Samir Tapriya , 103, Tower 24, North town, perambur, Chennai-12

**Permanent**  Samir Tapriya , C6, Friends Apartment, Patparganj , Delhi -92

## Contact

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## Date of Birth and family status

DOB- 12th Jul 1973. Married , one daughter aged 14 years.

Joining Period- 30 days