

C A Manoj Nagpurkar

📅 12th March 1979 🇮🇳 Indian

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Profile

Results-driven, persuasive, and influential professional with a verifiable career track record of over **21 years** working across varied industries, including manufacturing, real estate, and services, with different legal setups in successfully achieving business growth objectives within turnaround and rapidly changing environments.

1. Leveraged skills in interacting with different stakeholders in transforming business processes and systems, focusing on making them leaner and compliant with regulatory laws.
2. Proven record of accomplishment in steering business operations by making changes in the business model to realise pre-planned profit targets.
3. Hands-on experience in implementing ERP and system setups.

Awards and Acknowledgements

- Top Finance leader - CFO100 award conducted by CFO India in March 2024
https://www.linkedin.com/posts/cfo-india_cfo100-cfos-cfo1002024-activity-7170391858970308609-s-bU?
- Great Indian Tax Compliance Champion of the Year by Transformance Forums in May 2024
https://www.linkedin.com/posts/ca-manoj-nagpurkar-8321124_taxleadership-taxinnovation-futureoftax-activity-7201552378452467712-8Vow?
- Shortlisted for the prestigious CFO Impact Awards in the Category "Exemplary Team Excellence and Achievement" to be held in Dubai in February 2025.

Education

- **Chartered Accountant** from the Institute of Chartered Accountants of India – Mumbai Chapter
- **B.Com.** from R. A. Podar College of Commerce and Economics, 1999 (Mumbai University)

Key Skills

Process Transformation	ERP Implementation	Internal Financial Controls
Planning and Budgeting	Financial Analysis & Review	Risk and Governance
Due Diligence	Working Capital and Treasury Management	IFRS and Indian GAAP
Tax Compliances	Risk and Governance including SOX	Setting up Start-ups
Mergers and Acquisitions	EOU and SEZ Regulations	FEMA Regulations

Work Experience

April 2018 – December 2024

VP Finance - Congruex Asia Pacific LLP

100% subsidiary of Congruex LLC located in Mohali SEZ, one of the **fastest growing start-ups** is a major player in the Engineering design segment, supporting the parent company to serve the Telecommunication Industry. Congruex LLC has a presence in the US, having expertise in network development, telecommunication design, underground and Aerial construction services, etc. with a turnover of over \$900 Million. Worked in a matrix reporting structure.

Significant Accomplishments:

- Obtained SEIS (Service Exports of India Scheme) **benefit of \$1.0M.**
- Improved cycle time of AP and AR functions by 20% by process transformation thereby **saving \$2M**
- Helped the company **improve margins by 5%** by changing the business model.
- Converted Pvt Ltd company to a Limited Liability Partnership (LLP) to gain tax benefits.
- A key player in the ERP implementation

Key Deliverables:

- ✓ Created an in-house accounting Center of Excellence team in India with a focus on transforming accounting processes to migrate P2P, O2C and R2R processes by introducing automation.
- ✓ Streamlined AP centralization using Concur Tool, AR using standardization, credit memos, budgetary controls and bank reconciliations using automation.
- ✓ Created Compliance structure within the organization.
- ✓ Oversaw insurance and treasury management system including currency hedging.
- ✓ Implemented Transfer Pricing Structure and entered into an Advanced Pricing Agreement with Tax authorities to peg the margins for Indian entities which helped **save taxes to the tune of \$0.5M per year**.
- ✓ Active participation in the board meeting presenting operational efficiencies and opportunities to grow the business domestically with a major focus on bringing synergy and optimizing the cost of operations.
- ✓ Handled external and internal audits with a focus on improving processes.
- ✓ Formulated budget plans to enhance operations aligning with the global demand of orders from overseas customers and industry trends by resource optimization.

Apr'16 – April'18

Head of Finance (Manufacturing Units) – Hilti Manufacturing India Pvt. Ltd.

100% EOU and a subsidiary of Hilti group, Liechtenstein is a leading global provider of diamond cutting tools and construction equipment with a head office and manufacturing facility in Gujarat. Worked in a matrix reporting structure with a dotted line reporting to the Business Unit head of the division.

Significant Accomplishments:

- **Created a Compliance set-up** to take care of all legal issues in an EOU environment.
- Chalked out a plan and funding mechanism for the Green Field project.
- Helped **reduce inventory levels by 25%** through control over purchase planning & reducing obsolescence.
- Instrumental in **saving over USD1M** through consolidation of operations, and outsourcing activities.
- Obtained MEIS (Merchandise Exports of India Scheme) **benefit of INR 60 million**.
- GST implementation rollout without external support

Key Deliverables:

- ✓ Oversaw all financial operations for the plant generating \$50M in revenue with a focus on improving processes.
- ✓ Formalized a new budgeting process based on cost centers with a focus on optimum product profitability mix.
- ✓ Directed Income and Indirect tax, FEMA and EOU Compliance matters.
- ✓ Facilitated Treasury and working capital management.
- ✓ Built a Cost accounting structure to develop a robust Transfer Pricing mechanism.
- ✓ Finalization of books as per Indian GAAP/IFRS.
- ✓ Dealt with government authorities and liaising with auditors.
- ✓ Formulated long-term/short-term strategic plans to enhance operations aligning with macro plans of the organization and industry trends.

Dec'14 to Oct'15

DGM – Head of Controlling – Schindler India Pvt Ltd

100% subsidiary of Schindler group, Switzerland is a leading global provider of elevators, escalators and related services having a turnover of USD 250M from Indian Operations with a head office at Mumbai and a manufacturing facility at Pune.

Significant Accomplishments:

Imparted training to regional controllers on business and financial processes of the company

Key Deliverables:

- ✓ Handled MIS and group reporting as per the corporate guidelines.
- ✓ Managed audits as per IAS/IFRS
- ✓ Analyzed the performance of different functions by highlighting the risks and opportunities to the regions
- ✓ Worked with cross-functional teams for process improvement and internal controls.
- ✓ Designed profit planning strategies by controlling costs.
- ✓ Actively participated in Pricing Strategies
- ✓ Effectively managed inventory optimization

Mar'2008 to December'14**Director – Finance – Emerson Network Power India Pvt Ltd**

100% subsidiary of Emerson Electric Company, having a turnover of more than USD300M from Indian Operations. The business division is engaged in manufacturing UPS, and optimizing infrastructure for data center projects, communication networks, etc. with manufacturing facilities in Pune and Mumbai.

Significant Accomplishments:

- Worked on **CAPEX budget for a new factory of \$16M** by assimilating details by highlighting therein savings due to synergies by centralization of manufacturing facilities.
- **Formulated the planning and reporting function** for better analysis.
- Handled centralization of accounting system and in-house shared service center to help the company reduce the cost, **improve the efficiency of around 25%.**
- Provided visibility by creating dashboards and online support system related to Accounts Receivable and Accounts Payable for internal customers and the sales team to track Daily billing and collection for their respective functions.
- Implemented in-house Vendor Creation process, E-voucher process, and Travel Portal

Key Deliverables:

- ✓ Led an Accounting team by introducing Internal Controls and streamlining the reporting.
- ✓ Financial data integration and management of the newly acquired company.
- ✓ Inventory optimization through ABC analysis.
- ✓ Managed audit of financial statements as per Indian and US GAAP and SOX standards.
- ✓ Engineered controlling and MIS functions and spearheaded corporate reporting and budgets.
- ✓ Worked with cross-functional teams to align Short Term goals to Long Term Planning by providing inputs to pricing issues, focusing on reallocation of resources, make/buy analysis, and business mix.
- ✓ Worked with the team to handle Working Capital Management effectively through tight financial controls with key metrics including DSO, DPO and ITO by taking initiatives such as LC Discounting, Vendor financing, ABC analysis and Perfect Execution plans to maintain optimum inventory.
- ✓ Created a mechanism to forecast monthly profitability and Cash Flow for analyzing variances.

June'06 to March'08**Manager – Finance – Godrej Properties Ltd.**

The Real Estate arm of the renowned Godrej Group, having a turnover of USD50M of construction division was amongst the first real estate companies to have ISO certification. With projects both residential and commercial that span across the country, the company's development covered approx. 30 million Sq. Ft. of area.

Significant Accomplishments:

Worked on **IPO preparation** to put up a financial performance and compilation of information on expected future operations, interacting with Merchant Bankers in due diligence process.

Key Deliverables:

- ✓ Worked with cross-functional teams on the feasibility study of New Projects and Project Analysis
- ✓ Handled the Planning and Accounting of New Projects
- ✓ Managed Treasury and fund requirement
- ✓ Prepared the Statutory Business Plan of the company including analysis of Cash Flow Statements of different projects
- ✓ Supported income tax, VAT, FBT and Service Tax matters
- ✓ Ensured completion of the audit of financial statements as per the timelines
- ✓ Liaison with Internal and Statutory Auditors

May'2004 – July'06

Manager – Accounts – Indo International Commercial Corporation Pvt. Ltd.

Formerly known as Prabhat Udyog Ltd. (a listed company on the BSE), it was into manufacturing Kerosene/Paraffin appliances for cooking and lighting with manufacturing facilities in Mumbai and Gujarat.

Key Deliverables:

- ✓ Handled plant and factory accounting and taxation. Managed budgets and working capital requirements through a bank funding mechanism.
- ✓ Liaison with Auditors to implement Audit recommendations

Article-ship training from RKP & Co – A Partnership Firm (June 1999 - December 2003)

Handled Statutory, internal and cost Audit assignments of Companies like Camlin, Johnson & Johnson and Thomson Ltd.



Personal Details

Languages : English, Marathi, Hindi, and Gujarati
Marital Status : Married with one child.
Passport Number : Z3311481 (Date of Expiry: 01/09/2025)



Computer Proficiency

Operating Systems : Windows 95/98/2000/ME/XP
Accounting Packages /ERPs : SAP version 740, Oracle11i, Oracle-based Business Soft, Citrix, MFGPro, Tally, BASE E12, Microsoft Dynamics D365
Business Intelligence Tools : HFM, ESSBASE, Datasource, Business Warehouse, Vena



Courses and Conferences Attended:

- Trained on the HFM tool in Manila, Philippines for financial planning.
- Undergone training on ESSBASE in Shenzhen, China to streamline FP&A work.
- Attended Global Finance Controllers Conference in Hong Kong.
- Visited Liechtenstein, Hungary and Austria for the training on corporate reporting.