



RAMANJULU NAIDU Y

ramanjulun@gmail.com

Ph: 9493222371

Achievement-driven professional, successful in managing finance operations and contributing higher rate of organic growth; targeting managerial level assignments in Finance and Accounts with a leading organisation of repute

Key Skills

Finance and Accounts

Process Migration

Audits & Compliance

Business Process Mapping

Statutory Compliance

MIS Reporting

Operations & Cash Management

Strategic Planning & Team Management

Soft Skills

- Team player & Communicator
- Innovator
- Thinker
- Adaptability
- Empathy & Positive Attitude
- Willingness to learn

Academic Details

- MBA (Finance), from Madurai Kamaraj University, Madurai in 2013
- B.Com. from B.T. College, Madanapalle under SV University in 2001

Profile Summary

Offering 17 years of experience; Management Professional
Finance & Accounting Shared Service Centre - Operations Management

- **Extensive experience in Manufacturing, Business Process Mapping, Process Migration, Digital Finance Transformations**, Automations, Project Management and Finance Shared Services; also gained understandings in Accounting Standards (IFRS)/ (Ind-AS, Direct & Indirect Taxation Acts, Rules and Procedure.
- **Gained exposure in spearheading managing Finance & Accounts activities encompassing Accounting, Taxation**, Treasury, Commercial Functions, Auditing, Accounts Payables & Receivables, Financial Analysis and so on
- **Self-driven, highly energized and recognized for conceptualizing & instituting financial procedures**, internal financial controls & costing in compliance with rules & regulations.
- **Leveraging skills in preparing financial reports / statements** and managing documents for streamlining systems to facilitate achievement of organizational objectives and ensure profitability of operations.
- **Capable in developing and implementing financial and operational controls** that improve P&L scenario and competitively position the firm.
- **Successfully created several macros automating processes**, cutting work, boosting operational efficiency 6%
- Consolidated I2P processes achieved cost optimization, increased efficiency with cross training and improved CSAT score from the client.
- **Steered efforts in performing automation of bank reconciliation process** in SAP for all bank accounts across India - Team Member (YB).

Process	Low	Medium	High
Source to Pay (AP)	—	—	✓
Order to Cash (AR)	—	—	✓
Record to Report (GL)	—	—	✓
Capex (FA)	—	—	✓

Career Timeline

Jan' 2020 ~ till date

GreenPole Power
Solutions India Pvt. Ltd
Bangalore

GREENPOLE
power solutions

Sep' 2017 ~ Jan'2020

Master Line for
General Trading &
Contracting Co. W.L.L.,
Kuwait



Jun'2006 ~ Jul'2017

Amara Raja Group,
Tirupati



Oct'2003 ~ May'2006

Madanapalle Spinning
Mills Ltd.,
Madanapalle.



Highlights:

- Played a key role in developing, implementing, utilizing powerful management tools tracking internal financial & operational data - including sales forecasting platform, integrated budget models
- **Launched (2) new enterprise-level software systems**
- Recommended the appropriate spans and layers for finance and accounts teams in orientation with industry standards
- Managed Design blueprint for projects budget tracking, spend analysis, shopping cart approval and integration to SAP leading to elimination of legacy systems and maintenance cost and transitioned the implemented process to offshore.



Rolled out SAP for 5 distributed vertically integrated plants within the group and go-live of all modules

Successfully performed site expansion of master data team from 15 to 35 FTEs including process identification, recruitment, transitions and stabilization

Recommended conversion of SAP access provisioning consolidation from Green Belt project to Black Belt in analyses phase due to additional savings of 12 FTEs

Work Experience

Jan'2020 ~ till date with GreenPole Power Solutions India Private Limited ~ Bangalore ~ Karnataka
Accounting Supervisor (Head of Dept. for India)

Key Result Areas:

- Ensuring all accounting activity is in accordance with Generally Accepted Accounting Principles (GAAP) and all business processes are in accordance with internal controls.
- Assist Business Unit Finance Team with month-end close process, account analysis, and Lebanon accounting activities
- Manages daily workload and prioritization of assignments, performing month-end closing responsibilities such as journal entries, account reconciliations, job closing analysis, reporting to department managers & division management.
- Assist with preparation of weekly & monthly forecasts & annual financial budgets.
- Responsible for coordination of Lebanon closing activities and revenue recognition related to our GreenPole-Hang Kong and GreenPole-India production
- Managing, controlling over inventory, Accounts Receivable, Accounts Payable, General Ledger, Fixed Assets, Treasury, Cash Book, Payroll and Utilities.
- Prepared financial statements such as Balance Sheet, Profit & Loss Account, Cash Flow Statements as per IFRS and IGAAP.
- Preparing and communicate weekly financial forecast including discussion of significant changes.
- Developed financial models for trending & review of cost opportunities
- Assist in implementation of lean processes & streamlining of accounting and reporting processes to maximize the contribution to the unit and Corporate strategic and tactical business goals.
- Analysed data pertaining to plant metrics to include plant production efficiencies, productivity, working capital management, plant profitability, & other measures.

Sep'2017 ~ Jan'2020 with Master Line for General Trading & Contracting Co. W.L.L ~ Kuwait City ~ Kuwait
Manager – Finance & Accounts

Key Result Areas:

- Prepared & maintained statutory books of accounts and reconciliation of financial statements in compliance with the norms; presenting a true and fair view of the financial position of the company by way of timely preparation of annual reports, ensuring analysing the expenditure on a monthly basis to control expenses.
- Provided strategic direction for the accounting function of a division or business-operating unit and advises management on issues related to compliance and legal regulations.
- Managing the organization's budgeting, forecasting and financial analysis and reporting functions and ensuring systems controls are in place and determines operation's consistency with corporate objectives and standards through various verification methods and procedures.
- Confirmed financial status by monitoring revenue and expenses for all group entities; coordinating the collection at group level, preparation of consolidated financial statements (Balance Sheet, Profit & Loss Account, Cash Flow Statements) as per IFRS and IGAAP as applicable, evaluation of financial data; preparing special reports from a legal entity perspective for internal and external bodies, in accordance with statutory and regulatory requirements.
- Conducted financial analysis of business activity and development of business plans, outlooks and assessments; managing the monthly financial close process, including ensuring all costs incurred are properly recorded, reviewing journal entries, account balance reconciliation.
- Managed, controlling over inventory, Accounts Receivable, Accounts Payable, General Ledger, Fixed Assets, Treasury, Cash Book, Payroll and Utilities.

Key Result Areas:

Accounts Payables-Procure to Pay (P2P):

- Managed the accurate and timely processing of up to 15,000 invoices per month for large, multi-site organizations.
- Single point of contact for all inquiries related to invoice and payments matters to both internal and external customers.
- Facilitated internal and external audits with thorough accounting process and controls execution in accordance with company policies.
- Reconciliation of vendor accounts and interacts with internal and external customers to resolve the open issues.
- Working Experience on Process Mapping, Documentation, SOP (Desktop Procedures / Standard operating Procedures).
- Accounting of import invoices after due validation and knocking of payments made at corporate through LC (Letter of credit).
- Coordinating with circle teams during transformation of process to Shared Service centre and participated in system & process improvement initiative.
- Managing the month end activities, which include closing of sub ledgers, general ledger account reconciliations, reporting and balance sheet account analysis.
- Managing the team delivery and leading for new initiatives across the team.
- Ensuring timely and accurate processing of payments within SLA terms by adhering to company policies and guidelines, implementation internal controls and highlighting if any discrepancies.
- Review and releasing of MIS reports on Vendor payments at various levels of processing on daily basis.
- Interacting with internal customers on day-to-day issues and ensuring the smooth closure of issues.
- Reviewing Capex & Opex advances & ensuring the recovery of advances before releasing payments to the vendors. Imparting training to team members and to ensure delivering quality output.
- MIS reporting and Analysis to top management on vendor payment SLA, Daily movement of invoices, Advances ageing, GRIR clearing and other adhoc reports.
- Extensively worked on process improvement projects and automations.
- Verifying all processed bills to ensure the deduction of TDS under appropriate sections and rates.
- Completing the automated BRS process in SAP for all bank accounts and review of the open items on monthly basis.
- Daily fund management and ensuring the proper utilization of funds in disbursement of payments.

General Ledger-Record to report (R2R):

- Performed monthly GL period closing activities and posted manual entries thereby ensuring all financial statements are accurate, complete and in accordance with GAAP and other industry standards.
- Conducted monthly analysis of revenue trends and reporting to Management with variances to aid strategic decision-making.
- Preparation & Review of Balance sheet schedules reporting the open items on monthly basis for Controllershship and action plan for closure of open items.
- Developed and implemented best practices in all areas of R2R. Actively participate in LEAN initiatives and suggest process improvements where necessary.
- Coordinated and supported quarterly statutory audit with KPMG and ensure smooth closure as per the management directive.

Fixed Assets- Capital expenditure (CAPEX):

- Maintained records in SAP for fixed assets and inventory for all group companies ensuring that, for each company, the relevant balance sheet positions are reconciled to individual line item analyses.
- Created and monitored a system of controls, procedures, and forms for the recording of fixed assets.
- Tracked the compilation of project costs into fixed asset accounts and close out those accounts once the related projects have been completed.
- Worked closely with the other departments in tracking project costs in comparison to their budgeted projections.
- Prepared audit schedules relating to fixed assets and assist the auditors in their inquiries.
- Conduct periodic reviews of the fixed asset schedule to determine dispositions.
- Reconcile the balance in the fixed asset subsidiary ledger to the general ledger.

Accounts Receivables- Order-to-Cash (O2C):

- Managed PAN India revenues including pre-paid and post-paid segments.
- Performed initiation of the new product developments, implementations and administration, reporting and compliance to company policies.
- Allocated bad debts provisions and write off as per company policy.

- Analysed various revenue MIS reports obtained from IT teams and sharing the observation with management for their decision-making.
- Advance income and debtors' schedules with ageing and provided for statutory auditors quarterly.
- Monthly performance dashboard of O2C vertical is being shared with CFO for review.
- Managed internal audit as per the plan rolled out in the audit committee and board meeting.

Previous Experience

Oct '2003 ~ May'2006 with Madanapalle Spinning Mills Ltd ~ Madanapalle ~ Andhra Pradesh
Sr. Accountant – Finance & Accounts

- Preparing and records asset, liability, revenue, and expenses entries by compiling and analyzing account information.
- Maintaining and balances subsidiary accounts by verifying, allocating, posting, reconciling transactions; resolving discrepancies.
- Maintaining general ledger by transferring subsidiary accounts; preparing a trial balance; reconciling entries.
- Summarizes financial status by collecting information, preparing balance sheet, profit and loss, and other statements.
- Produces payroll by initiating computer processing, printing checks, verifying finished product.
- Completes external audit by analysing and scheduling general ledger accounts, providing information for auditors.
- Avoids legal challenges by complying with legal requirements.
- Secures financial information by completing database backups.
- Protects organization's value by keeping information confidential.
- Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.

Six Sigma Projects

- Achieved 99% PAN compliance in the region for 4500 vendor base - Team Leader (YB).
- Automation of Bank Reconciliation process in SAP for all bank accounts across India - Team Member (YB).
- Worked as a Functional Consultant in SAP implementation for an integrated textile vertical with migration from legacy system.
- Documentation of as-is-process, process gaps identification and define to-be-process for configuration in ERP.
- Steered efforts in performing Data migration from legacy to SAP and closure of books of accounts and financial reporting from SAP for 3 legal entities.
- Process design and creation of centralized master data management team for textiles vertical in line with SOD.
- Formulated the process flow of budget tracking for capital projects in SAP & migration of re-engineered process.
- Acted as a Project Manager for Barcode implementation integrated to SAP for Seeds Vertical - supply chain management department, including project design, vendor management, testing, training to SCM team and go- live across India.

IT Skills

Skills	Proficiency	Experience
MS Office	Expert	17 Years
SAP FICO	Expert	11 Years
ERP	Expert	11 Years
Tally	Expert	5 Years
Xero A/c Software	Proficient	2 Years
Al-Ameen A/c Software	Expert	2 Years
Pegasus A/c Software	Proficient	2 Years
Prowess A/c Software	Expert	3 Years

Personal Details

Date of Birth: 20th June 1981

Languages: English, Hindi, Telugu and Arabic

Nationality: Indian

Region: Hindu

PAN: ADXPY8806E

Aadhar No: 6936 9996 1274