

SANTOSH KUMAR JHA

Email: casantoshjha@gmail.com/Contact: +91-9350818932

Dear Hiring Manager,

I am submitting herewith my resume for the employment opportunity in your esteemed organization.

Qualified with:

1. M.B.A (Finance)
2. Cleared upto C.A (Final) 1st Group
3. B. Com (H)

With over 21 years of experience in various areas such as business strategy, finance and accounts, and inventory management, I am confident in my ability to contribute to your organization's success.

My key resulting areas are:

- | | |
|--------------------------------------|--|
| *Management Accounting | *Corporate Taxation |
| *Finalization of financial statement | *Working capital management |
| *Management of AR and AP | *Contracting and commercial negotiations |
| *Liaising with various Govt. dept | *Tendering activities |
| *Legal matters | *Vendor management |

Throughout my career, I have been recognized for my strategic planning and implementation skills, as well as my ability to drive profitability and operational performance. I have successfully led start-up operations, implemented automation solutions, and improved organizational effectiveness through thought leadership and technical expertise.

In my current role as GM F&A and Commercial at **Ripples Engineering Pvt. Ltd.**, Ripples is in the field of large commercial Musical Fountains and Multimedia Shows and has a **manufacturing plant** in Noida. I have been responsible for coordinating various departments and managing a sizeable team. I have partnered with core business operations to increase market share and generate sustainable revenue gains. Additionally, I have implemented automated functions, and introduced employee-friendly HR policies to enhance productivity.

Besides above activities, following have also been a part of my functioning:

- | | |
|-----------------------|------------------------------------|
| *Project management | *Inventory management |
| *Operation management | *Implementing Technology solutions |

I am confident that my skills and experience make me a strong candidate for the position. I am eager to contribute to your organization's growth and success. I am open & flexible to function from any location across the world. Thank you for considering my application.

Sincerely,

SANTOSH KUMAR JHA

Enclosure: Resume

SANTOSH KUMAR JHA

✉ casantoshjha@gmail.com

☎ +91 - 9350818932

🌐 linkedin.com/in/casantoshjha

📍 Gaur City 2, Greater Noida West, U.P - 201306

An innovative and record-breaking career span of over 21 years in a wide range of areas, including developing new business strategies, aligning the different businesses in the group, driving corporate values within the group, driving board reviews, commercial negotiations, inventory management, finance and accounts, tax, compliance and governance, and monitoring tendering activities.

AREAS OF EXCELLENCE

Strategic Planning & Implementation

Management Accounting & Control

Financing/Working Capital

Standard Operating Procedures

Cash Flow/ Fund Flow

Taxation / Financial Controllership

Cross-functional Coordination

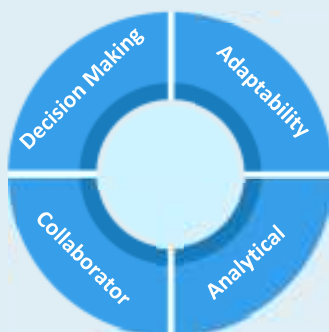
Inventory & IT Management

P&L Management / Administration

Business Operations & Development

Team Building & Leadership

SOFT SKILLS



EDUCATION

M.B.A. (Finance) from Sikkim Manipal University

Cleared up to C.A (Final) 1st Group from ICAI, New Delhi

B.Com. (H) from Patna University, Patna

PROFILE SUMMARY

- ▶ **Top-ranked Professional** with rich experience in setting up and driving start-up operations, business planning, profit maximization, automation, entire accounts management, risk assessment, project control & revenue assurance.
- ▶ **An ambassador of change** with the track record of successful business process restructuring, driving automation, adherence to policies & processes, standardization of review system & cost efficiencies as well as improving on organizational effectiveness & performance by implementing business solutions through thought leadership and technical expertise.
- ▶ **Characterized as a visionary, strategist;** consistent record of delivering results in growth, revenue, operational performance and profitability.
- ▶ Excellent track record of success in managing an independent company.
- ▶ **Distinguished capabilities of transforming processes & environment** from “present” state to the agreed “future” state.
- ▶ Resourceful in performing critical **analysis of working capital**, minimizing investments in Working Capital by improving credit terms & vendor managed inventory.
- ▶ Effectively maintained **steady cash flow & fund flow** and found innovative means to fund financial needs of the organization at difficult times.
- ▶ Reviewing **MIS reports along with the management** on financial performance on a quarterly basis, viz. profitability as per the requirement of management.
- ▶ **A strategist, Quick learner & Negotiator** with recognized proficiency in spearheading business to accomplish corporate plans & goals successfully.
- ▶ **People Leader**, who has successfully led and motivated teams in cross-cultural environment towards growth and success in the organization; created a clear & compelling view of future through coaching & execution.

CAREER TIMELINE



Since July'09 with Ripples Engineering Pvt. Ltd. as GM Finance & Accounts and Commercial and responsible for coordinating various departments and managing a sizeable team. Ripples is in the field of large commercial Musical Fountains and Multimedia Shows and has a manufacturing plant in Noida. Ripples is among the few companies in the world who design and build large commercial fountains and swimming pools.

Key Result Areas:

- ▶ **Leading entire management accounting & control.**
- ▶ **Spearheading Cash Flow / Fund Flow and P&L activities;** impacting organization profitability through effective strategic and tactical management decisions and new business development.
- ▶ Administering management of **accounts receivable and accounts payable.**
- ▶ Steering efforts in **finalization of financial statements**, coordination with statutory and internal auditors.
- ▶ Managing **Corporate taxation**, ensuring 100% compliance.
- ▶ Ensuring **compliance** with legal requirements of various laws.
- ▶ Monitoring the **Foreign remittance** to suppliers and their compliance.
- ▶ Reviewing **Working Capital Requirements** on daily basis documents for submission to Management and helping in **raising finance.**
- ▶ Contracting and commercial **negotiations** with vendors.
- ▶ Coordination with lawyers for various **legal** cases and send the status report to management.
- ▶ **Liaising** with various Govt. dept. for **statutory compliances.**
- ▶ **Monitoring the work of tendering team** and ensure the timely submission of **bidding**; assuring the confidentiality of information of various **tenders** including the pricing of tender.
- ▶ **Reviewing billing, collections, revenue assurance**, financial planning functions; resolved old pending issues/ disputes & cleaned up accounts, documentations etc., which resulted in improved operational performance and relationships with stake holders.
- ▶ **Reviewing project baselines and controlling the same** with respect to cost, resource deployment, time overruns & quality compliance to ensure satisfactory execution of projects.
- ▶ **Reviewing** the prevalent **production systems/ processes**, identifying loopholes if any and undertaking result-oriented measures for alleviating them and documenting the same.
- ▶ **Formulating business plans** with emphasis on providing reliability in services, reducing costs, improving gross margins, revenue earning capacity and profitability.
- ▶ Partnering with core business operations to **increase the company's footprint, expand market share**, and generate sustainable revenue gains.
- ▶ **Implementing Technology solutions**, designing & delivering solutions that remedy core business issues and position the organization to reach the next level of profitability through new technology introduction to enhance consumer experience.
- ▶ **Automating functions to improve in-house experience** and reduce costs, and introducing employee-friendly HR policies & processes to enhance productivity.
- ▶ Identifying key areas for **"cost control" and "cost reduction"** in the day to day operations of the company for effective utilization of funds.
- ▶ Reviewing and **upgrading the existing internal control processes and procedures** to facilitate effective Management Information System and overall operational efficiency.
- ▶ Working on **driving cost savings by coordinating** with cross-functional teams & leading process improvement initiatives.
- ▶ Reviewing the procedures for identifying obsolete, damaged, excess, and slow-moving **inventory.**
- ▶ Ensuring that the **information** received from the accounting & other related software packages are **aligned.**
- ▶ **Steering efforts in Legal and Property Management:**
 - Assessing all aspects of legal escalation, including business, statutory requirements, licenses, and property in terms of legal issues.
 - Delivering proper guidance on the above subjects and keep the Board updated on the situation.

Aug'07 - Jun'09 with R.K. Maheshwari & Co. as Manager - Accounts & Taxation.

Key Result Areas:

- ▶ Prepared P&L A/c, Balance Sheet, and other statutory documents.
- ▶ Consolidated Group Company accounts and prepared CMA Data.
- ▶ Ensured compliance with accounting standards and legal requirements.
- ▶ Timely deposits of Advance Tax, TDS, FBT, Service Tax, Excise Duty, VAT.
- ▶ Monitored and reported team work.

Mar'03 - Jul'07 with N.K. Bhargava & Associates as Asst. Manager.

Key Result Areas:

- ▶ Finalized audit reports and highlighted areas requiring management attention.
- ▶ Conducted compliance testing and prepared audit programs.
- ▶ Prepared P&L A/c, Balance Sheet, and other financial statements for clients.

TECHNICAL SKILLS

- ▶ SAP B1 for complete accounting
- ▶ Smart Sheet for various reports
- ▶ Slack for internal communication and to monitor departmental various activities
- ▶ Tally ERP Package

PERSONAL DETAILS

- ▶ Date of Birth: 23rd February 1978
- ▶ Marital Status: Married
- ▶ Nationality: Indian
- ▶ Languages: English & Hindi