

VINEET JAIN

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Capital Restructuring, IPO Valuation
Strategic Planning, Accounting, IFRS, MIS
Treasury, Taxation & Risk Management
Financial Planning, Modelling & Analysis
Budgeting/Forecasting, Costing/Pricing
Internal Controls & Processes, Auditing
Automation of Accounting Process, Legal
Revenue Assurance, Payroll, SOX Compliance

Professional with 20 years of experience in Retail (including E-Commerce), Manufacturing, Telecom, Real Estate & Turnkey Project.

EXPERIENCE

Finance Director : M A Al Abdul Karim Co. LLC, Riyadh, KSA (Dec-21 till date)
(Leading **Retail company Co** with top line of **USD 150 MN** & 200+ stores and online platform in KSA with brands Rina, Blue Age, Latt Liv, SEMIR, BalaBala, Charanga, Terranova & Calliope, **manufacturing & Real Estate business**)

Head Treasury, Taxation & Insurance : Landmark Arabia Co, Riyadh, KSA (July-18 to Nov-21)
Head Financial Accounting & Planning : Landmark Arabia Co, Riyadh KSA (July-16 to June-18)
(Leading **MNC Retail company** with top line of **USD 1.9 BN** & 450+ stores in KSA with brands Centrepont, Baby shop, Lifestyle, Splash, Shoe Mart, Shoe express, Max, Home Centre & Home Box)

Head Finance & Indirect Taxes : Shilpi Cables Technologies Ltd, New Delhi (Oct-15 to July-16)
(**Manufacturing Co.** listed on BSE/NSE with top line of **INR 3,000 CR** into RF/Energy cable, Auto wire & House wire)

Unit Head Finance : Sterlite Technologies Ltd (Vedanta Group), Gurgaon (Dec-11 to Sep-15)
(**Manufacturing Co.** listed on BSE/NSE with top line of **INR 4,500 CR** into optical fibre & execution of turnkey projects)
Manager Finance & Accounts : MTNL, (Navaratna PSU), New Delhi (Aug-02 to Nov-11)
(**Telecom Co.** listed on BSE/NSE/NYSE with top line of **INR 4,000 CR** providing landline, mobile & broadband services)

ROLES & RESPONSIBILITIES

Strategic Role

- Developing financial & tax strategies to improve profitability and reduce tax liability
- Closely working with Financial & Legal advisors for due diligence and valuation for IPO
- Getting credit rating done for the company from rating agencies
- Oversee the business operations to control the buying, sales & inventory levels
- Review of warehousing operations to control 3PL cost and liquidation of aged inventory
- Defining strategy for supply chain management to optimize of storage and handling cost
- Prepare Feasibility Report for opening new stores/closing of existing stores
- Partnering with stakeholders for finalizing incentive schemes for employees/promotional schemes for customers
- Support senior leadership in driving cost management programs across departments
- Support property team in negotiating with Landlords on rentals for leased premises
- Assist Legal Team in finalization of contracts with Franchisees
- Leading projects with IT for automation of Dashboards, accounting & other process
- Finalization of bid for tenders & controlling the costing/pricing

Accounting, Auditing & Taxation

- Consolidation of Financials & closing month end activities in accordance Local/International Standards
- Working knowledge of Implementing IAS & IFRS and ensure compliance
- Closing Annual Statutory & Tax Audit with Big 4 from PwC, KPMG, E&Y & Deloitte with no audit exceptions
- Handling assessment, appeals and queries from tax authorities and reduction in tax liability~ **USD 65 MN**
- Compliance of Transfer Pricing Byelaws & filing of statutory CBCR, VAT, WHT & CIF Return

Treasury Management

- Optimization of capital structure of company through proper Debt-Equity mix
- Controlling treasury with **USD 4 BN** of flows and raising **USD 500 MN** funds from multiple banks
- Management of working capital and raising adequate funds for operational & Capex for business
- Balance Sheet review to control inventory & receivables and reviewing suppliers' payment
- Assess risks and exposure in foreign currency and hedging to minimize the forex loss
- Maintain strong relationship with banks and compliance of covenants against facilities
- Optimization of interest cost and other bank charges and investment of funds to maximize yields
- Control the issuance of SBLC/LC & LG to suppliers/Govt agencies & foreign remittance
- Prepare projected cash flows to control funds flow and plan strategy to fund business expansion
- Working closely with banks to implement latest technology solutions to improve business performance

Budgets/Forecasts & MIS

- Business partnering with senior leadership in preparing annual growth-oriented forecast/budgets
- Controlling the Actual cost Vs Business plans to ensure efficient usage of available resources
- Review and control of Annual Operating & Cap-ex budgets & minimization of financial risk
- Presenting consolidated Financial Reports & variance analysis to CEO & BOD

Statutory Reporting & Internal Process Controls

- Ensuring payment of tax and filing of Tax Returns & Financial Statements as per local Law
- Ensure compliance of Internal control processes & limits of authority to safeguard company assets
- Handling dividend payment to shareholders & preparing Board Resolutions
- Standardization of processes by preparing SOP & automation of routine activities through RPA

E-Commerce

- Negotiating commissions with banks & delivery charges with 3PL
- Review of daily sales delivery/returns and refunds to customers
- Ensuring reconciliation of sales with realization & daily deposit of cash in bank
- Defining marketing strategy with marketing team to achieve results in cost effective manner

Risk & People Management

- Building relationship with **insurance companies** to ensure coverage of external risk- PAR/CAR/Medical
- Handling legal financial matters and payroll for **10k-15k** employees in large corporate
- Leading, retention & motivating team and ensuring learning/development of team to achieve business goals
- Establishing and developing relations with colleagues, peers & senior management

ACHIEVEMENTS

- **"Award of Excellence"** for Best Treasury Management in Landmark Arabia Co. (2019)
- **"Appreciation certificate"** for six sigma implementations of **VAT** in Landmark Arabia Co. (2018)
- Implementation of **"KSA Transfer Pricing Bye Laws"** in the organization
- Reduction of **tax demand** during old assessment with tax authorities
- Successful transition of knowledge for accounting related activities to Capgemini/TCS
- Received **ESOPs** from Sterlite Technologies Ltd. for significant contribution to growth of company
- Participated & won certificates at State Level debate competitions

EDUCATION

- **Chartered Accountant** from Institute of Chartered Accountant of India in 2001 (**First Attempt**)
- **Fellow Member** of Northern India Regional Council of ICAI
- **B. Com (Hons)** from PGDAV college, Delhi University in 1999 (**Topped**)
- Senior Secondary from **Delhi Public School**, New Delhi in 1996

CERTIFICATIONS

- Certificate of Training & Learning on **Strategy** from Amity Business School
- Certificate on **IFRS** training from Ernst & Young
- Certificate on **Transfer Pricing Byelaws** from Deloitte & Touché
- Certificate for **5 Years dedicated & loyal service** from Landmark Arabia Company
- Award from **BNP Bank** for first time implementation of Semi-Automatic payment

IT SKILLS

- Financial Systems: ORFIN, ERP, SAP, Tally, Microsoft Dynamics & BI tools like Qlik view & Cognos
- Working Knowledge of MS Excel, Word & Power Point

PERSONAL DETAILS

Date of Birth : 21st December 1977
Present Address : Riyadh (Saudi Arabia)
Permanent Address : New Delhi (India)

Nationality : Indian
Languages Known : English, Hindi
Marital Status : Married