

## GAURAV SHARMA

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### SUMMARY

- Astute Finance & Strategy Professional with an industry experience of 12+ years
  - Sound experience in field of Business Finance & Partnering, Data Analytics, FPNA and Budgeting
  - Domain expertise involves supporting Management Decisions through the strong blend of Accounting and Business Knowledge
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### PROFESSIONAL EXPERIENCE

#### **Hitachi Payment Services Pvt Ltd- Mumbai**

*(A leading payments solution provider for Cash and Digital payments)*

##### **Assistant Vice President –FPNA (Aug 2019 till date)**

- Heading FPNA division under Business Finance vertical for India & International Operations
- Core deliverables involves formulating mid-term, long term and rolling forecast for the company's cash and digital business
- Breaking up of the budgets/forecasts into targets/KRAs for the key stakeholders and help in achieving the same
- Monitoring and reporting monthly operating results against the budget and aiding the management in decision making
- Participating in various RFPs floated in the industry; preparing and submitting competitive quotes
- Capturing and assimilating market intelligence and using analytics to provide relevant insights to management
- Quarterly Board pack preparation and presentation to Hitachi Board
- Driving the key levers of the business through analytics and sound business partnering

#### **Dr. Batra's Positive Health Clinic Ltd. - Mumbai**

*(A Chain of more than 200 Clinics in India and abroad with core operations in healthcare and FMCG)*

##### **Assistant General Manager- Business Finance & Strategy (Feb 2018 till Jul 2019)**

- Spearheaded Business finance & strategy vertical for the group business
- Formulated Annual operating plan for the company along with respective business heads for various LOBs and worked toward achieving the same
- Led successful turnaround of FMCG business through sharp analytics, market study and sound business partnering
- Supported business in decisions on pricing, renewals, conversion, acquisitions, BTL etc. through strong analytics, data analysis, market study and interactions with the business teams
- Taking care for the end to end Investor Pitch preparation and presentation and helped raise funds for growth and expansion

#### **Bharti Airtel Ltd- Maharashtra**

##### **Sr. Manager –Commercial Finance (Feb 2016 till Jan 2018)**

- Spearheaded Commercial Finance vertical for Mobility and Enterprise Business
- Driven strong insights on marketing campaigns, pricing, market offers for arresting revenue leakages and recommending scope for improvements.
- Understanding competitive landscape and facilitate designing Prepaid and Postpaid trade schemes accordingly
- Successfully implemented GST framework and making the entire trade comprehend its implications on their margins
- Successfully handled Statutory & Internal Audits for Maharashtra circle for continuous two years

- Driven cost and process optimization related projects through automation, rates renegotiations, analytics etc.
- Responsible for coaching and mentoring direct reports (3-4) to ensure high standards of performance in business deliverables

### **Bharti Airtel Ltd- Andhra Pradesh and Telangana**

**Manager –Business Finance (June 2014 to Jan 2016)**

**Assistant Manager –Financial Reporting (March 2011 to May 2014)**

- Involved in commercial proposal evaluation and approvals for new sites rollout, Fibre investments, new product launches etc.
- Designing Annual Operating Plan (AOP) by working with cross functional teams and presenting to the management for sign-off.
- Performing ad-hoc analytics related to customers, revenue, efficiency, cost control etc. to support management decisions
- Preparing monthly & annual financial projections and ensuring minimum variation
- Ensuring proper closure of the books of accounts on a monthly and quarterly basis
- Preparing daily, weekly, bi-weekly & monthly MIS Reports on various business KPIs (both financial & non-financial).
- Analyzing the P&L trends on a regular basis and proactively providing inputs to all functional heads
- Benchmarking with other circles / mobile operators
- Taking care of trade/ channel accounting- ensuring timely settlement of market payouts
- Taking care of month end provisioning by coordinating with various stakeholders

### **Tata Teleservices Ltd, Uttar Pradesh**

**Senior Executive - Finance (Apr 2009 to Feb 2011)**

- MIS Reporting | Financial Reporting & Forecast | Product Analysis | Accounts Payables |

### **Significant Professional Achievement:**

- Driving Rental Waiver Project at Hitachi Payment Services Ltd with an annualized impact of INR 50mn at EBIT (2019-20)
- Turnaround of Dr Batra’s FMCG business (2018-19)
- Improving Topline of Dr Batra’s Clinics business by INR 1-1.5mn pm (Annualized impact INR 12mn) through major insights from Data Analytics (2018-19)
- Driving process improvements and automation resulting in P&L impact of INR 10mn pa in Bharti Airtel (2015-16)

### **Academic Achievements**

- Distinction and Scholarship in MBA - ICAFI Business School, Hyderabad
- Gold Medalist at Graduation Level

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### **EDUCATIONAL CREDENTIALS**

<b>Qualification</b>	<b>Institute/University</b>	<b>Year of Passing</b>
MBA( Finance)	ICFAI Business school- Hyderabad	2009
BBA( Finance)	Indraprastha University, New Delhi	2005
Senior Secondary	CBSE, New Delhi	2002

### **IT Knowledge**

Working Knowledge of Oracle, SAP , Tally and SQL; Significant Expertise in MS Office Suite

### **PERSONAL DETAILS**

Date of Birth: 29<sup>th</sup> Mar 1985 | Languages Known: Hindi and English | References: Available on Request