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## YUGAL KISHORE SINGH

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### ACCOUNTING OPERATIONS ~ FINANCE MANAGEMENT

**30+ years' rich experience** in delivering optimal results & business value in high-growth environments

Result oriented professional with qualitative expertise in strategic planning, corporate financing, and accounting operations. Proven ability to build profitable relationships with bankers, venture capitalists, and clients. Deft in Finance Management, Project Management, Cash Management, Reconciliation Statements, Creditor/Debtors Management, Exceptional overall business perspective, demonstrated ability to exceed goals, and a proven history of providing valuable financial advice. Delivered strong and sustainable revenue/income gains with equal expertise in capturing cost reductions through process redesign and performance management. Demonstrated track record of consistently combining financial leadership with sound business practices to ensure bottom-line revenues and better, cheaper, faster business for total customer satisfaction. Excellent man-management, time management, leadership skills.

#### Core Competencies Include :

Forecasting, Reporting & analysis	Financial Management	Accounting Operations	Commercial Activities
Credit Management	Budgeting/MIS	Liaisoning/Negotiations	Bank Reconciliation
Statutory Compliance	Indian Accounting Standards		Internal Audit
Training/Development	Debtors Control	CFA Operation	Stock Management

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#### EMPLOYMENT HISTORY

##### Woodco Paints

##### AGM – Finance & Accounts

**July,20 onwards**

- Handling 11 sales depot across pan india sales as well as collection.
- Handling a team of accounts & finance for day to day activity.
- Responsible for the accounting, financial analysis & reporting functions.
- Month end close process & corporate reporting functions.
- Organized various training sessions for the team to enhance their performance.
- ERP system conversion/implementation.
- Internal audit & submitting report to Directors.
- Stock management & its variance reports & corrections.
- Fund management to ensure timely payment to our vendors.
- Arrange meeting to enhance & motivate to boost sales as well as collections.
- Implements credit policy to control outstanding & reduce sticky payments.
- Monitoring expenses & other marketing schemes & its timely implications.
- Supply chain management.

**Kamdhenu Limited (Paints Division )****Sr - Manager – Accounts****Apr 2009 - June,2020**

- Accomplished responsibility of handling & monitoring 17 sales branches out of 32.
- Debtors /Credit control as per the norms of credit policy.
- Appoint CFA & monitoring its functions & operations.
- Responsible for the accounting, financial analysis & reporting functions.
- Proactively involved in checking of all credit notes pertaining to all marketing scheme and rebates.
- Successfully submitted age wise outstanding to credit controller/Director/GM Finance on weekly basis or as required.
- Month end close process & corporate reporting functions.
- Establish finance policies & procedures to establish proper internal control.
- Pioneer in checking the cash discount policy as per the terms of credit and issue debit note as per the credit policy.
- Accountable for controlling proper ledger scrutiny of all dealers for collection, rebating scheme, CN punching and actual outstanding.
- Systematically prepared bank reconciliation on weekly/monthly basis and submit to Director.
- Initiated the turnaround efforts for Opening the New customer ledger account and enhance/review credit limit.
- Organized various training sessions for the team to enhance their performance.
- Systematized the Accounting procedure, helping to finalization of Balance Sheet and compliance of Internal & External Audit.
- ERP system conversion/implementation.
- Calculate and process monthly commission payable to CFA agents.
- Assist internal and external audit groups with periodic review of internal control and documentation.
- Serve as liaison between information technology consultant and financial reporting system users.
- Manage the consolidate inter company reconciliation process.
- Controlled all project financial operations, verified financial statements, justification of expenses, requests, and disbursements.
- Regularly reviewed costs on monthly basis and identified risk/opportunities.
- Judiciously reviewed collection reports to determine the status of collections and the amounts of outstanding balances.
- Initiate legal proceedings against dues of debtors after 120 days from date of billing & submitted the case to our external debts collection agencies.

**Jenson & Nicholson India Ltd.**

(A Leading paint company in India, with an annual turn over of Rs.80 Crores).

**Assistant Manager - Accounts****Jul 1992 – Apr 2009**

- Assumed responsibility of monitoring All India collection on day to day basis with the banks.
- Well acquainted with branch accounting software and judiciously handled invoicing, inventory & godown operation.
- Fully accountable for monitoring sundry creditors, purchase booking, bill payments etc. and allocation of sales budgeting, volume & value wise.
- Keenly involved in external source freight bill check, pass & bill booking.
- Facilitated calculation of monthly collection target and length of credit on the basis of total debtors & collection.

- Systematically prepared monthly rebates credit notes.
- Structured annual operational budget and implemented control measures to contain expenses within defined limits.
- Pioneer in finalizing projections for arrangement of working capital finance from bank.
- Led & guided the team in reconciliation of variance report between budget and actual.
- Developed and implemented policies and procedures over financial transactions, resulting in standardized reports.
- Played pivotal role in finalizing the project's financial structure and procured project capital/term loans.
- Closely monitored the finance disbursements during project execution, ensuring strict control.
- Interfaced & coordinated with statutory auditors for finalization of accounts & tax audit.
- Judiciously reviewed internal control procedures for operational systems, identifying weakness and recommended improvement.
- Performed cost accounting and administrative tasks ensuring peak performance.
- Created & sustained a dynamic environment that fosters development opportunities & motivates high performance amongst team members.
- Meticulously maintained records of Assets & Stocks and lodged claim requests with insurance companies for early settlements.
- Proactively contributed in developing and implementing policies and procedures over financial transactions, resulting in standardized reports.
- Held briefing meetings with the advocates and followed up legal issues/court cases. Made personal presence in the court at the time of hearing of cases.

#### Past work experience

<b>Bhatnagar Cement Co. Pvt. Ltd.</b>	<b>Accountant</b>	<b>Jul 1990 – Jul 1992</b>
<b>Manav Sthali School</b>	<b>Accountant\Auditor</b>	<b>Oct 1998 – Jun 1990</b>
<b>Northern Skin Corpn.</b>	<b>Assistant accountant</b>	<b>Jan 1988 – Jul 1988</b>

#### ACADEMIA

- Pursuing MBA from MDU Rohtak
- M.Com from Ranchi University, Ranchi

#### I.T SKILLS

Accounting Package Being Tally ERP 9, ERP ,MS-Office, Windows, MS Dos & Internet  
Current CTC Aprox. Rs. 15.00 lacs.

Date of Birth : 25<sup>th</sup> Mar 1963

Nationality : Indian

**Y K Singh**