

VICKY GANERIWALA

AGM COMMERCIAL

Address : Eternia Block 16 Flat 3C, 233 Badu Road Madhyamgram Kolkata (700155)

PROFESSIONAL SUMMARY

A spontaneous journey of 16 years in the field of Financial Control, Books Closing, Internal Control Systems and Processes, Accounting Control Systems, Cost Reduction and Cost Control, Budgeting and Variance Analysis, Operations Management, Fund Management, Commercial Control and Operations, Managing Financial Instruments, Financial Planning and Analysis, Development of Business Strategies and Business Process Reengineering.

EDUCATION

- **Chartered Accountancy** from the ICAI, India.
- **Company Secretary** from the ICSI, India.
- **M.Com (Finance & Accounts)** from the University of Calcutta.
- **B. Com (Accounts Honors)** from Umesh Chandra College (CU).

TECHNICAL SKILLS

- | | | |
|------------------|----------------|-------------------|
| • MS Window | • Focus | • SAP |
| • Advanced Excel | • ERP - Oracle | • ERP – Microsoft |
| • MS Word | • Ginesys | • Factp |
| • MS PowerPoint | • Tally – ERP | • Ace |

TRAINING

- **Agrawal Subodh & Co.** under Mr. Subodh Kumar Agrawal, the Former President of ICAI of India (3 Years).
- **Training on Exemption** granted towards the Management Training (13 Months).
- **Management Training** at MR & Associates under Mr. Mohan Ram Goenka (2 Months)
- **ROC Training** and 15 Days SMTP Training.

EXPERIENCE

AKA Logistics Private Limited, Kolkata (12/2023 – 06/2024)

Designation: AGM Commercial

- Budgetary Control
- Cost Control
- Demurrage Charges Control for all projects.
- Project wise analysis of PL on monthly basis.
- Billing and PO modification approvals.
- Commercial Control including service agreements, BG, approval of correspondences.

ACC Senegal, Dakar (10/2022 – 10/2023)

Designation: Chief Accountant

- Verification and approval of accounting entries of current running projects.
- Fixed Assets Accounting and Depreciation.
- Payroll Processing on a monthly basis
- Cost Control on a monthly basis
- Books Closing and PL on a monthly basis
- Closed Books and prepared FS for the year 2022 following IFRS.
- Conducted Financial Audit and computed each Project Partner's share in profit and loss till cut-off date during the year 2022.

Sanam Sociedade Algodoeira De Namialo, Lda, Nampula (08/2018 – 06/2022)

Designation: Finance Head

- Revised annual targets for the year 2020 and 2021 by submitting **Business Performance Analysis** to Management.
- **Saved 15K Euros in 2018 and 10K Euros in 2019** in MCR Project with IDH, an IP from Netherland focusing on social development and managed its compliances.
- **Saved 26K Euros in 2019 and 18K Euros in 2020** and 2021 in Better Cotton Initiative Project with IDH, an IP from Netherland focusing on cotton quality and managed its compliances.
- **Slashed down the consumption cost of diesel by 15%** after identifying a Fuel distributor and negotiated a price to buy a large quantity for storing in own set up fuel station.
- Identified shortages in the delivery of diesel at factory during years 2016, 2017 and 2018 from a renowned supplier. Initiated a claim for compensation of USD 30K towards shortages as per contract and sent a legal notice to the supplier. Such a dispute was settled with the supplier out of court.
- **Developed and implemented** the concept and formats of Budgeting, Estimated PL, Cash Flow Projections and other MIS Reports such as Lavoura, Seed Consumption, Daily Cotton Purchases, Investment Recovery, Chemicals consumption and Variance Analysis Report on critical business areas from 2019 onwards.
- **Closed Books and provided net results to the Owners for year 2018 - 2021.**
- **Set up the prices of Cotton Bales and Seeds for period 2021 and 2022.**
- Authorized Cash Payments based on an approved limits from the Owners.
- Regulated Commercial Operations and recommended solutions to the Owners on any critical issues identified.
- **Slashed down the Cost of Supplier by 5%** through hedging of foreign exchange currency under direct supervision of Owner.

Agrawal Subodh & Co, Kolkata (06/2017 – 07/2018)

Designation: Internal Audit Manager

- Completed the IFC Audit of Balasore Alloys Ltd as a second lead along with a Senior Partner in a team of 6.
- Supervised Internal Audit Assignment of **Khadim India Limited** in the areas of Finance and HR.
- Managed Internal Audit Assignment of Amul (India) for 5 Kolkata locations with a team of 6 persons and reported to the Principal Auditor every month.

Coastal Trading & Engineering Co WLL, Doha (09/2016 – 05/2017)

Designation: Finance Manager – Trading Division

- Verified and approved accounting entries, sales invoices, Export LCs and PAR.
- Reported Daily BRS, Fund Plan and DFR.
- Successfully managed daily operations of AR & AP section with focus on timely payment processing and collections as per Company's policies.
- Initiated online payment procedures for the overseas Vendors by means of TT transfers.
- Managed the issuance of online Import LC through HSBC Bank.
- Managed Financial Instruments including LCs, APG, PEB, REB, and Cheque Guarantee.
- Submitted to the Group CFO, Reports on Annual Budget for Sales, CC and non-CC limits, Cash Flow Planning for 3 months including the relevant month and Cash Flows for new projects.
- Closed Books and provided net results monthly to the Group CFO.
- Successfully planned and got accounts of the Trading Division audited by an External Auditor without any discrepancies.

Graphic Systems LDA, Luanda (05/2014 – 08/2016)

Designation: Finance Manager

- Verified and approved accounting entries, cash vouchers, BRS, Payment advices, Costing of raw materials and Stock Statements.
- Managed Off Shore Accounts of the Director, Fund Planning and Cash Flows.
- Reported Monthly Management Accounts to all Directors of the Group.
- Closed Books for the Management and provided net results for period 2012-2015.
- Closed Books as per the Fiscal Law of Angola in liaisoning with the Financial Consultant for period 2012-2015 and submitted FS and ITR to appropriate Fiscal Authority.
- **Saved Income Tax USD 450K for 2014 – 2015** by devising the Strategic Income Tax Plan in coordination with Financial Consultant.
- **Implemented P2P Process** including relevant policies and procedures for the Management.
- **Successfully implemented customized ERP Accounting Software based on Oracle** in liaisoning with Software Engineer.

Hindustan Composites Ltd, Bhandara (04/2013 – 03/2014)

Designation: Senior Manager Commercial

- **Slashed down the production costs by INR 35K per month** with conceptualizing in house production of Hydrogen Gas and Nitrogen Gas through Ammonia Cracker rather than buying from market.
- Implemented the concept of DCR to highlight consumption of all kinds of raw materials, fuel, electricity and daily rejections and overtime.
- Implemented the Commercial ExCom, a new concept of Reporting on Commercial control.
- Managed the RM planning on every 2nd, 10th and 20th of month in coordination with Production Managers.
- **Slashed down the monthly cost of consumables by INR 15K -20K** through successful negotiation with local suppliers.
- **Slashed down the fuel consumption cost by 2%** through strategic planning, identification and negotiation with suppliers and effective supervision of consumption on daily basis.
- Deftly supervised production process, dispatches, sale of scrap and local purchasing by dealing with the parties.
- Chalked out the Monthly Performance Review Report containing analysis of key areas contributing towards either profit or loss.
- Managed Excise Duty, VAT and Service Tax issues of the factory in liaisoning with Government authorities and had successfully appeared in a hearing before the Tribunal related to a Sales Tax case of 1998.
- Assigned sole responsibility for all month-end closing activities and financial reporting inclusive of extensive manufacturing and operating variance analysis followed with detailed explanations and recommendations for corrective action.

Arcon Project Private Ltd, Patna (06/2011 – 04/2013)

Designation: Senior Manager Finance

- **Initiated cost savings worth INR 6 Lac** by finding false billing of the subcontractors.
- Authorized to verify and approve the payment advices for final release by MD.
- Successfully managed the Account Receivables of 6 Clients associated with running projects.
- Resolved Service Tax issues associated with the NTPC and **resulted savings of INR 20L.**
- Closed Books and submitted the FS as per Indian Accounting Standard for 2012-13.
- Successfully managed Secretarial and ROC compliances.
- Successfully enhanced the CC limit from SBI and also obtained non cash CC limit from Canara Bank & Andhra Bank by managing fund procurement process including CMA data and documentation from various Banks for Bank OD, CC and BG.

Premco Rail Engineers Ltd, Kolkata (01/2008 – 05/2011)

Designation: Accounts Manager

- Processed Payments advices and daily BRS reporting to the Finance Director.
- Processed the monthly TDS and quarterly FBT payments as per Income Tax Laws.
- Assisted CFO in Books Closing and CS for Secretarial and ROC related compliances for the year 2008 – 2010.
- Closed books of accounts of 4 Projects and reported to the CFO on monthly basis.