

VIJAY S.NAIR

CENTRE HEAD

Operations Management | Business Planning & Development

P&L Driver & Revenue Accelerator: A visionary in Operations, Business Set-up & Transformation and Strategy Expert looking for leadership position which will enable the organization to achieve sustainable and long-term gains.

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Career Summary

- Accomplished professional, offering **25+ years** of experience in achieving business growth objectives across diverse industries (**Consumer Durables, Hospitality & Healthcare**); harvested hundreds of million in revenue through the establishment of business strategies
- Currently associated with **Meditrina Group of Hospitals as Centre Head (Eastern Region)**; focused on **augmenting revenue & market share** by re-organizing business direction and implementing strategic initiatives
- Excellent track record of managing **P&L Operations** for business divisions with turnover of **INR 25 Crores**
- Successful career chronicle in **turning around business**; enhanced the value of operating business units through **process improvements** focused on best practice implementation
- Comprehensive background in leading various functions entailing **Budgeting (OPEX/ CAPEX), Revenue Process Tracking, Audits, Compliance Monitoring, Cash Control, Project Execution** and so on
- Strong business acumen** with skills in conceptualizing robust plans for market development in different segments for better market penetration as well as driving innovation
- Provided insight on **financial decision-making** process through analysis, financial projections (planning, budgeting and forecasting) and reporting; brought in scalable financial control in operations
- An out-of-the-box thinker with proven track record of driving **operational cost reductions, establishing SOPs**, streamlining workflow and creating environment to enhance productivity
- Expertise in developing & executing **supply chain management solutions** that drive improvement in top-line & bottom-line performance and business results
- High level of success in Client Engagement:** Instituting new systems by analyzing current scenarios to **enhance customer satisfaction** and taking collaborative measures to **boost vendors' efficiency** without compromising on quality/ cost
- Key People Leader**, who has successfully resolved complex issues, led team in cross-cultural environment towards growth & success in the organization; created a clear & compelling view of future through coaching and execution

Education

- PG-DBM (Finance)** equivalent to MBA from Mumbai University in 1992
- B.Com.** from Mumbai University in 1989
- Others:**
- 1 year training on **SAP-FI/Configuration & Integration** in 2007
- EDP- I Program-** A one-week fully sponsored program deputed from McDonalds in 2004
- Program on Direct Taxes** conducted by ICAI and sponsored by McDonalds in 2005

Core Competencies

- Business Development & Growth
- P&L Accountability / Profitability Management
- Financial Planning & Analysis
- Operations Management & Process Excellence
- Budgeting & Cost Optimization
- Supply Chain/ Purchase
- Audits & Compliances (Statutory/ Legal)
- Human Resource Management
- Market/ Competitor Research
- Team Building, Training and Leadership

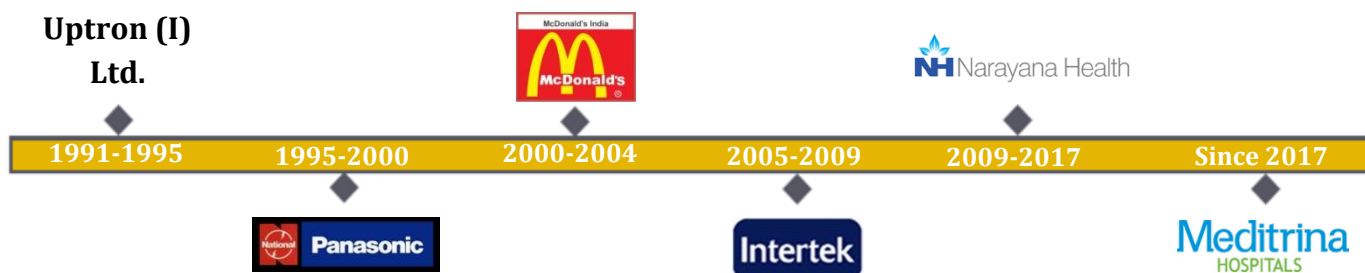
Soft Skills

- Leader
- Problem-solver
- Collaborator
- Decision-maker
- Innovator

IT Skills

- ERP/SAP Oracle, Sun System SQL 7.0, MS Excel, TALLY and Internet Applications

Career Timeline



Professional Experience

Since Oct'17 with Meditrina Group of Hospitals, Jamshedpur as Centre Head (Eastern Region); 65 bedded hospital

Key Result Areas:

- Leading a team of 50+ members including HODs and spearheading multiple functions across Finance, HR, Operations, Medical Services, Administration, SCM (Purchase) & Operations Department; implementing long-term growth strategy to maximize ROI
- Developing processes to create an effective organization; proactively identifying changes in market demand and modifying strategies for expansion of market share & achievement of revenue targets
- Formulating budgets and analyzing unit's P&L reports
- Directing the development of effective plans to promote large scale revenue & profit gains as well as improve on organizational performance
- Driving revenue process tracking by excel parallelly v/s system revenue
- Revenue 18 Cr. p.a. been the focus as a CH and from Doctor's
- Reinvigorating the company and revamping the business model & strategy to build a more responsive & market-driven organization; developing plans/ internal controls/ SOPs to take the business to next level
- Establishing vision for assigned functions of Operations, OPEX & CAPEX Control, RCM, Inventory Audit, Fund Flow Management and so on
- Developing financial reports/ cash control tie-up, report signing off
- Actively participating in audits and resolving queries related to the same
- Maximizing business development by proactively creating new opportunities, developing & managing relationships with key internal & external stakeholders
- Amplifying revenue margins by devising brand building initiatives and marketing plans
- Providing leadership through facilitating strategy development while establishing foresight, conceptual capability and market awareness
- Executing large-scale projects to build solution and address business challenges
- Developing a manpower and succession plan for the division to drive appropriate action for future resourcing and creating supporting resourcing strategies to address future requirements
- Mentoring & motivating teams to ensure efficiency in process operations

2009-2017 with Narayana Hrudayalaya Ltd., Bangalore as Deputy Manager- Commercial Purchase & Finance

Highlights:

- Showcased excellence in independently completing a Social Health Welfare Government run Project worth INR 5 crores; managed the entire gamut of functions including project accounting, funding, bank collaboration and team management
- Administered Vendor Management Account (Tally report scrutiny across vendor bills) - T/O-10 Cr.
- Front-led the execution of in-house project worth INR 25 crores
- Monitored & ensured intend control, line up with PO & store issuance/ receipts, costing and unit-wise reports
- Ascertained capital goods were aligned with CAPEX budget approved list executing, AMC/NON-AMC exec.
- Engaged in OPEX & CAPEX goods sanctioning, allocations head-wise, RCM negotiation and approving
- Ensured budget management with respect to planned purchase and execution
- Rendered Oracle implementation support at development stage and validated total purchase invoices
- Established & implemented SOPs for Purchase & Store

2005-2009 with Intertek Testing Services Pvt. Ltd., Bangalore as Regional Head (South)- Operations & Finance

Highlights:

- Front-led general and sales finance & accounting business set-up
- Pioneered the set-up of Finance & Accounting Department; introduced general accounting procedures
- Developed systems/documents which resulted in reducing debt outstanding
- Drove efforts in reducing dues & debt outstanding by closely following up with clients/ buyers

2000-2004 with McDonalds India Corporation, Mumbai (Parent Company- USA) as Senior Consultant- Business and Finance

Highlights:

- Entrusted with the responsibility of managing McOpCo Business, & Corporate Accounts, projects related to outlets, budgeting control and variance analysis
- Shared consolidated monthly MIS P&L reports to the US Office for decision-making
- Conducted audits to check physical inventory for all the restaurant outlets; ensured statutory compliance
- Coordinated with financial institutions for payment remittance to foreign vendors
- Reconciled US GAAP and Indian GAAP Accounts on a monthly basis
- Worked towards projects under CWIP involving streamlining, capitalizing, coordinating with banks for procuring equipment from import vendors, tracking capital goods, coordinating, capturing & booking capital goods

Previous Experience

1995-2000 with National Panasonic India Ltd., Pune as Officer- Warehouse
Successfully managed warehouse operations across Maharashtra, excluding Mumbai Belt

1991-1995 with Uptron (I) Ltd., Mumbai & Pune as Accounts Assistant

1990-1991 with Philips (I) Ltd., Mumbai as Commercial Apprentice

Personal Details

Date of Birth: 7th May | **Languages Known:** English, Hindi, Marathi & Malayalam