

RAJ K.VERMA

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Summary

A seasoned Finance and Commercial professional with 26 years experience of handling finance function entailing strategy, business planning, capital budgeting, improve operations, impact business growth, maximize profits through contribution in Finance Management, cost reduction and productivity improvement, conceptualizing and implementing financing policies and procedures including working capital management, internal financial controls, project financing and costing, Direct and Indirect Taxation of the company and leading financial strategies to facilitate company's ambitious growth plans. A proven ability to constantly challenge and improve existing processes and systems.

A key member of the Management Team of a growing entrepreneurial company and an excellent communicator with demonstrated capability of contributing significantly.

Able to get along work with colleagues and managers, currently looking for a change with an ambitious company.

Areas of Expertise:

- Designing business plans / strategies for maximizing profitability, addressing major strategic issues that can have an impact on the company's long-term future in terms of either expansion or divestment.
- Heading finance function involving determining financial objectives, designing & implementing systems, formulating policies & procedures to facilitate internal financial and process controls.
- Analyzing current performance, prioritizing growth opportunities, preparing business model, conducting variance analysis and implementing corrective actions.
- Monitoring inflow / outflow of funds while taking adequate measures to ensure utilization of funds towards accomplishment of objectives.
- Developing analytics around key performance indicators to facilitate qualitative reporting
- Indirect Tax Management with a key purpose of cost reduction through tax management .

- Strategic business reviews and contribution as a key member of the Management Team to save costs and help take strategic business decisions.
- Cash and Assets Management and investment Management decision making with a purpose to make their extensive utilization and save cost.

Work Experience:

ISGEC Heavy Engineering Limited (February 94 to till date except May 2013 to June 2014)

1. Finance Functions, managed several operational projects and identified opportunities to reduce costs and maximize profitability.
2. Supported the management on roll out of new concepts based on market research, financial feasibility and sensitivity analysis.
3. Built qualified Annual Business Plan based on detailed analysis of previous and forecasted business performance.
4. Prepared a solid MIS base for monthly reports highlighting the performance of the business with key findings and observations.
5. Developed a team of qualified analysts to provide continuous support of the finance management on all aspects of financial and commercial decision making.
6. Served as key member of the Management Team and successfully supported the business on all goals and objectives.
7. Instrumental in providing support on expansion of new product lines, expansion & divestments.
8. Played a key role in the set up of company in Canada .
9. Project Financing for key projects of the company in india and abroad.
10. Functioned as an integral part of the team assigned to turn around weak areas of the company in strong finance pillars.
11. Implemented and monitored financial policies for effective compliance in the business and responsible for institutionalizing financial controls for effective cash flow management.
12. Direct and Indirect Tax Management i.e. ensuring compliances, monitoring, keeping latest developments intact, cost management through tax structuring, strategic tax planning in respect of Income tax,

GST, FEMA, RBI Circulars, Customs Act, Import & Export Procedures, Foreign Trade Policy, SEZ Act, SEBI, Erstwhile Excise Act, VAT & Service Tax, PF Act.

13. Liaison with Financial Institutions, Banks and Govt. Offices. Management of secretarial work such as Fixed deposits, shares, dematerialization, compliance of corporate and other related laws , Board Meetings/AGMs, MIS like FD reports, Transfer of share reports etc.

14. Triveni Engineering & Industries Limited (May 2013 to June 2014)

Heading and Managing the Finance functions at Corporate Office at Noida. Reporting to Managing Director.

Key Role included Financial Analysis, business performance reviews, Managing budget, Cost and Credit Controls, Developing financial Management mechanism to minimize financial risk, Sugar Sales, Indirect Taxation.

Education Details:

B.com, Chartered Accountant (1993 Batch)

About ISGEC Heavy Engineering Limited (IHEL)

IHEL is an ISO-9002 conglomerate. It started operations in 1933 and today has turnover exceeding Rs.40 billion. It consists of 6 General Heavy Engineering units and manufactures a wide range of heavy engineering equipments and specializes in process plant equipment, hydraulic and mechanical presses, sugar machinery industrial boilers, liquefied gas containers and a range of industrial machinery. The products of company are working in over 40 countries around the world. IHEL also owns as its subsidiary one Sugar Mill which has a crushing capacity of 13000 metric tonnes of cane per day and is the largest sugar mill of the country. It's turnover is Rs.400 crores per annum.

About Triveni Engineering & Industries Limited:

Triveni Engineering and Industries Limited is a focused growing corporation having core competencies in the areas of sugar and engineering. Company is one amongst the largest sugar manufacturers of the country. With 7 sugar mills,1 distillery and 6 cogeneration units. company is spread over 8 locations in the country. Company has turnover exceeding Rs. 30 billion.

Computer Skills

Well versed with different software packages on variety of platforms for different work processing purposes.

Present Salary

Gross package Rs 55 Lacs p. a.

Present Designation

Vice President-Commercial

Salary Expected

As per negotiations.

Personal Details

Date of birth-10th May, 1969

Height- 6'

Married, Having two Children.