

**RAKESH KUMAR SINGLA (CA, CS, B. Com)**

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### Executive Summary

**Qualified Chartered Accountant & Company secretary with 12 year's** Post qualification Finance experience in a multi-Product, multi-BU, large matrix organizations having performed and owned the following process(es) –

- **End to end responsibility for External global reporting** – sole responsibility to complete and flag off HFM submission
- Preparation and submission of **Annual Budget and periodic monitoring mechanisms** to ensure Targets are met
- Preparation and submission of **Rolling monthly Forecasts** - harmonizing evolving realities with Budget targets
- Responsible for **Financial Month closing** – Ensuring timeliness, completeness, accuracy and compliance to policies
- **Cost Accounting** – Performing Annual costing run, review and analysis of variances, managing operational accruals
- **Working Capital management** – Track monthly results and work with Operations to ensure Targets are met
- **ERP Implementation** – Managed ERP implementation with process testing and cut over responsibilities
- **Internal & External Audit** – Attending to all Audit requirements and ensure timely closure without adverse observations

### Career Path

#### **Emerson Automation Solutions, ME & Africa – Nov 2016 till Date**

Working as BU Senior Financial Analyst (MEA) in the regional headquarters at Dubai, UAE

**Emerson Automation Solutions** is part of Emerson Electric Co., a Fortune 500 company headquartered in Ferguson, Missouri, United States that manufactures products and provides engineering services for a wide range of industrial, commercial, and consumer markets. It helps process and discrete manufacturers to automate and optimize production processes through our best-in-class technologies and industry expertise.

#### **Job Responsibilities:**

- **Budget, rolling forecast:** Drive budget and rolling forecast preparation along with growth factors identification. Financial projection deep drive analysis of Order Booking, Sales, EBIT, EBIT %, DSO, NITO, DPO, TWC
- **Month financial Closing and Variance Analysis:** Sales, Margin analysis, SG&A analysis, Operating Performance, GITs Inventory, Customer Advance and TWC with consolidation of financials in complex environment (5 ERP Systems) with variance analysis and identify key driver Vs LY, Vs Budget and Vs PE.
- **Risk & Opportunities Identification:** Analysis and discussion of potential order intake and shippable backlog / Book & Ship to get the more & more visibility on risk & Opportunities
- **Internal & External Reporting:** Preparation, submission and discussion with Management on various financial Reports includes MIS, Variance analysis and adhoc financials requests. External Hyperion Reporting and various others reports submission to the US HQ and MEA HQ Team. Participate in various US exhibits, president councils, Profit Reviews.

- **Weekly monitoring of Orders booking and Sales:** Weekly tracking and controlling of Orders and Sales as compare to forecast and reports submissions (Including R&O) to US and MEA Management with Product Group, KOB, Regional and Country breakdown.
- **Revenue Recognition:** Revenue including LD and Contingent AR are properly recorded and accounted in books according to US Accounting Policies.
- **Monthly call with US on Actual results and rolling forecast:** Preparation and discussion with US Team on Monthly POR Slides deck (President Operation review) along with Actuals key drivers vs Previous estimates, potential LD Exposure, Risk & Opportunity on forecast, Shippable Backlog and Book to Ship assumptions.
- **Standard Costing:** Run Standard costing process after discussion with Ops and procurement Team. Analysis of PPV & Inventory Revaluation at monthly basis to nullify Standard cost impact.
- **Cost Tracking and Controlling:** Weekly Tracking and Controlling of SG&A Cost (Controllable SG&A) vs forecast & LY. SG&A Analysis includes Headcount productivity. Analysis and controlling of LD Charges. Achieved US Target in 2019 (50% reduction YOY).
- **System & Process Improvement:** Drive and support the operations team / other stakeholders for improvement of processes.
- **ERP Implementation** Completed successfully implementation of New ERP System (Oracle) and Business Intelligence Tool (One BI)
- **Audits:** Conducting and Liaoning with Auditor (KPMG) for Statutory and Integrated Audits.

### **Carrier Corporation, From Aug 2012 till Nov 2016)**

Worked as Manager – Financial Planning & Analysis at Indian Corporate Office, Gurgaon, India

**Carrier** is a part of United Technologies Corporation (UTC) that operates in Commercial Air Conditioning and Refrigeration systems providing high technology products and services to the building systems and aerospace industries worldwide.

#### **Job Responsibilities:**

- Monthly forecasting for balance of year - Financial projection for Carrier India with key emphasis on Gross Margin, EBIT, ROS%, Cash Flows.
- Monitoring Business unit wise and product line wise Sale and Margin, EBIT, pricing and variance analysis vis-à-vis Previous year, Budget and previous estimates.
- Preparation of Annual budget financials and analysis
- Analysis of financial performance including SG&A Line items and continuous monitoring against prior year and plan and identify the key drivers for the same
- Preparation of segment-wise profitability based on Cost centre and analysis against prior year and plan. Support the operations team in identification of key areas of improvement and providing the financial data to get the improvement.
- Drive the factory profitability - Reporting to include Hyperion reporting and internal reporting based on various parameters and targets.
- Tracking Material productivity and ensuring the correct capture of product cost savings
- Preparation of Monthly P&L by Business units and continuous monitoring against prior year and plan and identify the key drivers for each & every P&L line items.
- Preparation of business Unit wise cash flow on quarterly basis and identification of key drivers for the variations.
- Calculation of sale incentive (SIP) on quarterly basis based on agreed parameters and targets.
- Channel wise profitability for business units for decision making.

- Profitability by business unit wise and by branch wise- preparation of Sale and EBIT Roadmap
- All financial presentations as and when required for CFO, MD and Asia pacific office

### **GKN Driveline India Ltd From January 2009 till July 2012**

Worked as Assistant Manager – Finance & Accounts at Corporate office in Faridabad, India

**GKN Driveline** is a leading global supplier to the world's automotive, off highway and aerospace manufacturers. GKN provides technology-based, highly engineered products to major manufacturers of light vehicles, agricultural and construction equipment, aircraft and aero engines.

#### **Job Responsibilities:**

- Inventory Module- Cost roll up, Monthly Revaluation (ACV) of Inventory, Analysis of PPV, Slow Moving Provision, E&O for DM and IDM on the Quarterly Basis. Responsible for Inventory procedures and accounting in System.
- EPCG- Maintaining the Documents like Invoice, Shipping Bill, B/E, BRC and Packing List. Filling of EPCG Redemption License, reply of SCN of DGFT, and follow up with consultant.
- Costing of All new Developed Products – Calculate the GM on NBAQ and NBAS and Co-ordinate with RHQ- Singapore to get the timely Approval. Identification of drivers for lower ROS and Gross Margin.
- Gross Margin & ROS- Calculation of GM & ROS on the monthly or Quarterly Basis, Comparison of Material Cost with NBAQ and NBAS. Calculation of Material Variance and Quantity Variance from NBAQ and NBAS.
- Budget and Forecast financials – Preparation financial for yearly budget, Runout and 5 year Forecast with Variance Analysis Vs LY, Vs Runout, Vs Forecast.
- Capital Budgeting- Calculating the NPV and IRR for Major Capital Expenditure and get approval from Regional Office-Singapore.
- MIS- Analysis of Fixed and Variable Expenses with Analysis VPY, VP. Analysis of Customer wise and product wise Sale Price Variance, Qty Variance and Mix Variance from Budget and Last month actual at every month End. Reconciliation of Inventory GL versus sub ledger. Analysis of Method Change Back flushed report for accuracy of Consumption of Raw material.
- Reporting Tool Implementation (I dash): - Implementation of Business intelligence Tool (Global Reporting Portal). Monitoring of proper data flow and review of Various reports like daily P&L, daily Cash flow, Inventory etc.
- Audits- Coordination with Statutory Auditor, TP Auditor, Internal Auditors time to time.

#### **Professional & Educational Qualification**

**Company Secretary (CS)** from Institute of Company Secretary of India in 2007

**Chartered Accountancy (CA)** from Institute of Chartered Accountants of India in 2008

**B. Com** (Three years degree programme) from Kurukshetra University (India)

#### **Personal Details**

Father's Name	Sh. Roshan Lal
Contact Address	704, Building 14, Street 1, Discovery Garden, Dubai, UAE
Date of Birth	27 <sup>th</sup> Dec 1983
Language Known	English, Hindi
Marital Status	Married