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| **Mohan S. Karkera**  **Financial Planning / Revenue Assurance Specialist**  mohan.kar@gmail.com  09819800402 | |
| core24x24icons Key Skills   |  | | --- | | Strategy Vision & Planning  Financial Planning | |  | | Cash Flow Management | |  | | Capex & SG&A Budgeting | |  | | Statutory Compliance | |  | | Taxation | |  | | Vendor Management | |  | | Revenue Assurance | |  | | Credit Control | |  | | Risk Analysis | |  |   core24x24icons Soft Skills   |  | | --- | | Motivator  Communicator | |  | | Change Agent | |  | | Collaborator | |  | | Innovator | |  | | Intuitive | |  | | knowledge24x24icons Profile Summary   * A result-oriented professional offering **over 18 years** of a successful career in **Fund Management, Billing & Vendor Management, Employee Management, Audit & Statutory Controls, MIS Reporting and Budgetary Control** * **Have reported to CEO;** overcome complex business challenges and made high-stakes decisions using experience-backed judgment and strong work ethics * Expertise in finalization of accounts, receivables/ payables management, bank co-ordination, **maintenance of statements & reports** with hands on experience in coordinating with the taxation authorities for filing returns, securing exemptions * Exposure in **monitoring cash flows through cost & credit control, including** reporting & reviewing collections and projection of cash flows for optimum utilization of available funds   + Created lien for a sale-&-leaseback or a debt transaction; clearances of customer SLAs for re-financing purpose in close coordination with GM Finance * Skilled in conducting end-to-end revenue assurance activities by evaluating systems and processes, investigating revenue leakages and providing recommendations on system for enhanced internal controls & minimum financial exposures in the projects * Skilled in **negotiating with vendors** and monitoring vendor claims vis-à-vis the revenue generated and profit factored. * Expertise in **leading, mentoring & monitoring the performance** **of team members**, creating and **sustaining a dynamic environment that fosters development opportunities** * Proficient in **driving MIS reports** on bills receivable on monthly, weekly & daily basis and other statements to provide feedback to top management on financial performance and other business parameters * An effective communicator with excellent relationship building & interpersonal skills with proficiency in liaising with Customers, Bankers, Legal Consultants and Financial Partners |
| edu24x24icons Education   * 2012: **CFA** from ICFAI, Hyderabad * 2003: **M.Com.** (Specialization)fromInstitute of Distance Education, Mumbai University * 2000**: B.Com.** (Specialization)fromMumbai University   Training   * 3 Modules (**Presentation Skills, Team Leadership & Career Management)** of Harvard Mentor Management from Tata Management Centre Training Programme   career24x24icons Career Timeline | |
| Jan’04-Sep’04  Sept’04-Apr’11  May’11-Mar’15  Dec’99-Jan’04  Since Apr’15  D.K. Rohra & Associates, Chartered Accountants  Securens Systems Private Limited  Bipin Transport Private Limited  HCL Comnet Limited  Nelco Limited | |
| exp24x24icons Work Experience  **Since Apr’15 Securens Systems Private Limited, Navi Mumbai as DGM – Revenue Assurance.**  **Role:**   * Developing business & sales strategy, managing business operations with focus on top-line & bottom-line performance and defining targets, resource administration and allocation of manpower, staff training, motivation & mentoring. * Scrutinizing Vendor Invoices w.r.t the revenue budgeted and generated. * Executing department activities in compliance with ISO & TL standards and ensuring statutory Compliance including Sales Tax, Profession Tax, Labour Laws & ESIC * Leading a team spread across all regional offices & head offices and executing all department activities in compliance with ISO & TL standards * Managing Debtors through direct follow-ups with customers * Ensuring direct coordination with key customers * Supervising Sales Coordinator (Business Support Wing) for renewal contract closures and all the sales related & other management reporting functions   + Leading Order Processing Committee for acceptance, feasibility analysis, processing and financial planning for all the new and recurring sales orders   + Facilitating financial risk analysis for tender related bid submissions   + Conducting product pricing and managing recurring revenue & renewal cases on a National Level   + Vetting & providing commercial clearance for all contracts, service level and non – disclosure agreements and liaising with Legal Department for smooth execution * Managing billing activities and driving & reviewing projects team on daily installations * Monitoring monthly physical verification of inventory and fixed assets   **Highlights:**   * Successfully brought down DSO to less than 60 days as against 110 days at the beginning of the financial year 16-17 * Actively monitored monthly/quarterly MIS for different units, provided recommendation for timely completion of projects resulting in customer satisfaction and timely revenue generation * Implemented process of field data v/s. finance v/s. billing data recon. which resulted in nil audit comments * Ensured savings on Vendor Invoices and ensured that the costs budgeted for each project is in line with the vendor claims. Passed on back to back recoveries in case of claims / service credits to customers.   **May’11-Mar’15 Nelco Limited, Navi Mumbai as Manager – Revenue Assurance & Business Support (National)**  **Role:**   * Supervised a team of 10 resources spread across all the regional offices and head office * Planned & tracked targets for Sales Department in line with the annual business plan   **Highlights:**   * Reduced DSO to 45 days from 75 days for F.Y. 10-11 - Tatanet Division for the first time and hence headed collections in other SBU’s as well * Designed a new approval mechanism at NELCO for order clearance for transparent tracking and reduced TAT for Sales Order Clearance to less than 3 days   **Sept’04-Apr’11 HCL Comnet Limited, Mumbai as Manager – Finance**  *(Joined in Sept’04 on 3rd party pay roll - Total Sourcing Solutions and confirmed on payroll of HCL: Mar’06)*  **Growth Path:**  Accounts Executive: Sep’04-  Sr. Executive: 2007- Sept’07  Regional Accounts Officer: Sept’08-  Deputy Manager – Finance: Oct’09-  Manager – Finance: Jul’10-Apr’11  **Role:**   * Administered a team of 14 members as Manager – Finance * Managed customers for Billing, Accounts Receivable & Ledger Reconciliations * Executed:   + Rate negotiations while keeping SG&A intact with vendors   + Joining and exit formalities & claim disbursals * Performed book keeping for West region in Tally & SAP in line with US GAAP accounting standards * Evaluated tenders commercially and designed financial models for the project for profitability including vendor negotiations pre-bid and post implementations of projects.   **Highlight:**   * Have been rated OU (Outstanding) for continuous two years * Successfully managed end-to-end financial transactions for biggest project of a leading stock exchange * Led the highest collections in this account and added additional 170 Lakhs of revenue to the company   exp24x24icons Previous Work Experience  **Jan’04-Sep’04 Bipin Transport Private Limited, Mumbai as Accounts Manager**  **Dec’99-Jan’04 D.K. Rohra & Associates, Chartered Accountants, Mumbai as Accountant**  Personal Details  **Date of Birth:** 04th February 1980  **Present Address:** Flat No. 202, Ganesh Krupa Building, Plot No. D-117, Sector-20, Nerul, Navi Mumbai-400706  **Languages Known:** Hindi, English, Marathi and Tulu | |