

Sagar C

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CORE COMPETENCIES

Cash Application
Budgeting
Budget Forecasting
Credit Control
Collections
Auditing
Accounts Payable
Accounts Receivable
Contracts Management

ACADEMIC DETAILS

- BCom (Finance) from the University of Mysore
- Master of Financial Management (Financial Derivatives) from the University of Mysore

PROFILE SUMMARY

- A competent professional around **7 years** of experience in **Financial Planning, Budget Forecasting, Cash Application, AP, AR, Collections, Credit Control, Contract Management.**
- Responsible for **Variance Report/Analysis, Budgeting, Budget Forecasting**, Driving expenses and reporting, AP & AR, Evaluating the Deals, findings and determining the outcome.
- Providing monthly **Revenue Estimates** during the month-end for each contracts and responsible for monitoring and reporting on **unallocated cash**
- Effective in **collaborating with stakeholders** for agreement, planning, and quality of deliverables with keen customer centric approach; skills in addressing client priorities and **resolving escalations** within prescribed TAT, thereby attaining client delight and high compliance scores
- Excellence in **stabilizing processes** for **smooth operations**; steered **transitioning of processes** and improved processes to achieve maximum efficiency in various operations
- An effective communicator with excellent **relationship building & interpersonal capabilities** coupled with **root cause analysis, problem-resolution & multi-tasking skills.**
- Responsible for **Year End Audit** & Funder Audit conducted by New York State Department / US Federal Government.

ORGANISATIONAL EXPERIENCE

Growth Path:

Jan'14 - Oct'15 as Associate

Oct'15 - Jan'17 as Senior Associate

Feb'17 - Oct'19 as Sr Accounting Specialist

Oct'19 - Sept'20 as Sr. Deal Specialist

Key Result Areas:

- **R&R Award as Star Performer for many months and Q2, 2014**
- **Appreciation and Award Gifted from the client for Smooth month Financial close.**
- **Spot awards for performing and stabilising the new business transition successfully.**

Oracle India Pvt. Ltd. (24-Oct-2019 to 01-Oct-2020)

As Senior Deal Specialist

Cloud Deal Management Team

- Analyzing the deal and understanding the requirement of sales and create subsets of the high risk findings based on overall severity.
- Drafting complex/ nonstandard contracts or agreements for assigned Oracle line of business (Cloud), country, by utilizing approved standard and non-standard options to address all contract variations requested by Sales.
- Validate & Ensure prepared documents are in compliance with Oracle guidelines and policies (including Oracle's business practices, pricing, licensing and revenue recognition principles) in order to mitigate Oracle's risk.
- Review for Customer specific requirements and add Clauses according to the Deal Approval Systems
- It involves Drafting non-Standard Contract and also working with the internal teams such as sales, booking (OM), Collections, Customer agreement creation team and others across Oracle to ensure accurate customer data & revenue recognition with timely transaction and Reporting.
- Validating booking package of cloud for the direct and indirect customers (VAD & Partners).

- Ensure all non-standard contract terms have been appropriately approved by Oracle in accordance with the relevant Oracle Global Approval Matrix and reflect all negotiated commitments.
- Advises and assists Sales on what approvals are necessary for non-standard/ Complex transactions.
- Analyzing the full contract and most significant business, financial and legal risks, Contracts include License; Support and Services Contracts of the customers and suppliers.
- Closely works with external and internal stake holders to quote the requests as per the requirement
- Contract creation and validation, Contract signature and counter signature.
- Aid to collections, credits, Agreement Creation, Booking and invoice departments, Demonstrates flexibility and works effectively in ambiguous situations.
- Negotiate and explain Oracle standard clauses with the customer in order to get an Oracle standard contract accepted and signed.
- Resolving/clarifying queries for the internal team working in the downstream process.

Consero Solutions India Pvt. Ltd (20-Feb-2017 to 18-Oct-2019)

As Senior Accounting Specialist

- Handling four US NGO client's complete Contract management & accounting activities. All the funding directly done by New York State Department & US Federal Government.
- Responsible for Budgeting, Budget Forecasting, Driving expenses for every contract, AR collections & Cash Application.
- Preparing monthly Variance report for each contract by not exceeding the contract budget.
- Preparing Forecast report for Personnel expenses (Head Counts) and other than Personnel expenses based on the Contract Budget.
- Providing monthly Revenue Estimates during the month-end for each contracts.
- Perform Variance/Trend analysis and provide commentary.
- Revenue Estimation, Accrual JE , AR Recon as a part of monthly book close activities.
- Responsible for handling generic e-mail box for all queries related to Contracts from the funder.
- YTD Recon for each & every contract monthly basis for all clients in order to meet the audit requirements.
- Preparing Contract closes Reporting activities for all the contracts & follow up for renewal of the same with Government departments.
- Experienced in conducting training sessions to enhance the Team's performance and quality of the deliverables, on timely basis.
- Reporting various internal team matrix which includes Weekly, Monthly Learning Opportunities (Error reporting) & working on the action plan for the same.
- T&E Processing and making payment of employees expense reimbursements.
- Responsible for Year End Audit & Funder Audit conducted by New York State Department / US Federal Government.
- Providing the backups for each and every transaction to the Auditor for justification.
- Ensuring the auditor get all the data required readily available.

XCHANGING Pvt Ltd (27-Jan-2014 to 27-Jan-2017)

As Senior Associate – AON Client

- Works on Wells Fargo USD account, WF Multi CAD account, RBC account, and HSBC account.
- Downloading all the Bank Statement on a daily basis and looking for any deposits and withdrawals.
- Accordingly, respect to withdrawals & deposits will be applied against respective invoices.
- Reconcile cash – Balance Accounting system funds against bank deposits
- Recording Bank Entry Journals for few bank transactions.
- Month-end close performing Bank Reconciliation of all the bank accounts.
- Authorized to Approve all Payments made by the team for any values and facilitating funds to the cashiers.
- Proficient in Client, Underwriter and Broker Accounting.
- Rendering the statements to the clients pertaining complete statement of account for collections.
- If required, providing the invoice copies to client asking an anticipated date of settlement.
- Once funds are collected from the client, we will be allocating to their respective invoices duly.
- If in case, we do not have the remittance advice we request the same with the client.
- Responsible for monitoring and reporting on unallocated cash
- Unapplied Cash moving to suspense account for timebeing at month-end and work on priority to clear the same.
- After allocating the received funds we will enable that it should be further settled to Underwriters/Markets.

IT SKILLS

- Client, Underwriter and Broker Technical Account handling, MS Office, ATLAS, PURE, Business Objects, Filebound, Intacct, Delta, CPQ (Configure Pricing Quote), SPM (Subscription Plan Management), Repository Contracts, Enrollment Partner Tool, Party Account Lookup, Deal Plan Tool, Docu Checker, PACE (RFW), Deal Approval System.

PERSONAL DETAILS

Date of Birth: 27 Aug 1990
Languages Known: English, Hindi and Kannada