

S. SENTHIL KUMAR

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Professional Summary

- Result- driven Business Consultant with over 15 years of experience, equipped with natural leadership talents
- Strengths being Business analytics, planning, Consulting-New business setup, strategic planning, marketing, people/relationship management, Financial planning & fund management, finance-looping, Advisor for new business ideas, Business continuity plan, effective running and continuously optimizing operations, has helped me realize my companies' vision to reality
- Established self in a distinctive position in Agricultural, Aqua Culture and Manufacturing units, with record breaking culture results for the first time in India, with focus on disease management with tangible achievements
- Recognized at several aqua cultural conferences including Global Aquaculture Alliance conference (GOAL) for innovation in using newer, budgeted, and organic methods of culture, yielding record breaking 300% profit which is first time in India

Location

- Chennai

Skills

- Strategic Planning
- Market Research
- Vendor Management
- Operational Leadership
- Corporate Leadership
- Startup Mentoring
- Processes Improvement
- Business Development
- Business Consulting
- Market Survey
- AR/AP/Cash App /BRS
- Business Analytics
- Research and analysis
- Market Survey
- Capacity Planning
- Business continuity plan
- Customer Satisfaction
- Decision Making
- Financial Management
- Financial Planning
- Industry Analysis
- Hiring
- Mentoring (Students from ICAI and IFMR)
- Business Collaboration

Work history

2015-03 to 2018-02

Barclays – Assistant Manager

- Manage COO function in the location (MD's Personal office)
- Manage internal audit propaganda for Finance. Head the BCM (Business Continuity Management) for Chennai Finance
- Capacity planning, utilization and efficiency planning across Finance function, tracking delivery of committed efficiencies, analyzing inputs and challenging as necessary with function leaders
- Worked closely with Institute of Chartered Accountants of India (ICAI) and Institute for Financial Management and Research (IFMR) for ICAI Campus hiring, Graduate Program, Summer Intern
- Help sub-functional Directors in their annual Strategy and support in achieving global Strategy across India Finance
- Manage headcount and costs for the location, Manage KIP for Chennai center
- Vendor management for employee benefits and their engagement

2008-11 to 2015-03

Hewlett Packard, Chennai - Sr. Planning Analyst

- The role involved me to lead Employees to pursue company's strategy and walk through the employees on the direction of the organization strategy, Finance and Planning which included budgeting, forecasting and Requisition, Infrastructure planning, Business Continuity Planning
- Global Analytics:*
- Sales revenue and the market response towards HP this helps management to forecast the sales revenue flow and facilitate decision making at the business review meets
 - Analytics being the core use to conduct various worldwide External customer satisfaction surveys for total customer experience/ total partnering experience to forecast Annual Sales, Company Growth and Product Prediction

Education

- 2004-01 B.com
Jamal Mohamed College
Bharathidasan University -
Tamil Nadu
- 2004-01 Post Graduate
Diploma: Computer
Application

Languages

- English
- Hindi
- Tamil
- Telugu
- Kannada
- Tulu

Special Achievements

- Awarded by Deputy
Commissioner of Police,
Tamil Nadu for my
contribution to the society
- Recognized as successful
youngest aqua-pruner in
the Aqua culture-
Opportunity Achievement
Leadership and Success
conference, for newer
and safer methods of
culture yielding 300%
record profit (Global
Reorganization)

Consulting Experience

- Hermon Solutions
- Hippies Capture
- Cloud 9 Entertainments
- Synergy the Clinic
- The Spur Performance
and Physio Center
- Oru Spoon
- Aqua farm Consulting

Event Management

- Karthik Raja's King of Kings
- Corporate Events
- Insomnia
- Flying Elephant Club

2008-01 to 2008-11

STARTUP-KVP Business Solutions, Bangalore - Senior Engagement Executive

As a startup we setup firm conception, geography, planning, execution pegging in new businesses to build customer brand by establishing and maintaining relationships, to identify target accounts and build strategies through intensive competition and industry analysis, Finance planning, stabilizing Productivity index and providing solutions for budgeting and new measures. Handled hiring and payroll and identifying new service lines and ensuring adherence to process index. Provided support/solutions to develop and improve current work around

Projects Undertaken

- Neil Med Pharmaceuticals: Development of business in India, UK, Ireland
- QuEST Global: Landscape of Aircraft Manufacturing companies globally

2004-12 to 2008-01

Dell International Services, Bangalore - Senior Process Expert

- As an enthusiastic kid out of college was a keen learner and had a flavor to learn new things, Joining the Accounts receivables process for UK&I region was managing Team stack, Processes training, SOX Audits, Chargeback apart from my regular AR work and had my hands into Cash Application process for AMS region
- Couple of projects undertaken
- Processes Automation of debit memo (reduced 2 headcounts)
- Stabilization of chargeback process for EMEA
- Managed Migration of accounting application tool from Oracle 11o3 to Oracle 11i

Entrepreneurial, Consulting and Event Management Experience

2018-03 -Current

Self-owned Business

- As a self-owned business, been responsible for E2E setup and running of the firm. Business and strategic planning of projects, financial planning, Investor planning, Fund management, acquiring of suitable site and constructing/execution aqua ponds according to the soil and water conditions, managing workforce, cultivation of shrimps as per international standards and exports to USA, Europe and Asia
- Additionally, consulted farms across the globe (Ecuador, Brazil, Spain, Vietnam, Thailand) and the East cost of India by guiding them with new and safe methods of farming
- Core achievements has been innovative and budgeted methods of farming using natural and easily available bacteria's

Social Interests and CSR

- Received Citizenship award for hiring underprivileged students across Tamil Nadu and mentored them to be successful finance persons at Barclays and sponsored CFA
- Active member and contributor of the Corporate Social Responsibility unit of Hewlett Packard
- Vice Chairman for Maatram Educational and Charitable Trust (Registered NGO) -Jan'2011 – Dec'2015 – Blood donation camp/Health camp/ Charitable Events/ Cricket match for corporates, etc.