

CA. Pradeep S M



+91-9035483989



pradee.one@gmail.com

Career Summary

- Chartered Accountant with 7+ years of experience in **Financial Planning & Analysis, Business finance, Deals pricing with commercial analysis, corporate Budget controlling, Financial modelling and Statutory book closure process.**
- Experience in **Process automation and Power BI.**
- Highly self-motivated and goal oriented professional.
- Flourish in both independent and collaborative work environments with quick learning abilities.
- Seeking an appropriate role in Finance to apply my accrued experience and Knowledge towards achieving the organizational goals

Experience – Overall experience of 7+ years

In Infosys Limited, Bangalore [June 2016 to Current]

Financial Planning, Analysis & Controlling

- Responsible for Quarterly P&L planning, budgeting, forecasting, management reporting, and analyzing financial results.
- Involves critical exercise in preparing revenue & gross margin targets/forecast for the quarters with following main activities.
 - Onsite and Offshore salary projections
 - Ops parameters- onsite mix, volume, utilization
 - Currency impact
 - Subs P&L analysis
 - Tracking expenses with budget - L&P, Sub-con and office maint.
 - Analyzing on travel, claims and various other expenses
 - Salary and margin reco's -QoQ, YoY and model vs actuals
- To work with delivery for cost/resource optimization, resources leveling, pyramid analysis etc.
- Critical analysis of revenue and profitability target with financial model and summarizing to senior management on regular basis to take key decisions like hiring, utilization, spend etc.

Corporate budgets and Expense Management

- Effective management of budget for Business Enabling Functions and Marketing Units.
- Controlling \$ 400 Mn+ annual spend and more than 25+ Project units.
- Quarterly meeting with heads on requirement of budget and optimization.
- Corporate validation and review on major spend linked to company expected performance.

Financial modelling

- Horizontal (Service line) and Vertical (units) fin modelling activity
- Interacting with Delivery, sales, BEF, Sales & Marketing heads on their visibility.
- Multiple discussion with senior management on corporate goals and target.
- Rolling out multiple scenarios with change in major assumptions.
- Submission of financial model to internal board and rolling out target to Service lines and Units.

Book closure activity and DPS (Deals pricing system) Update

- Ensuring timely closure of Infosys Limited and its 70+ Subs by 4th or 5th of every month.
- Rolling out advance six-month calendar for timeliness.
- Ensuring Intercompany billing before book closure
- Ensuring completeness of transaction before book closure and facilitating for internal reporting, external reporting and Auditors.
- Standard cost update for 60+ countries to facilitate existing deals future margin and new deals
- Reviewing Salary cost (Annually), travel and overheads (semi- annually).
- Regular interaction with Deals team, Pre-sales team on rate card, margin and other assumptions as per standard cost.
- Reviewing and analyzing actual delivered margin vs DPS margin.

Management Reporting

- Management Reporting(MIS) to Develop and establish strategic tools for business e.g. Management Dashboard, focusing on key business drivers.
- Work closely with the business heads on regular business reviews, focusing on monthly forecasts, market trends, monitoring and evaluating business performance
- Operational Metrics Reporting- Headcounts: Onsite/offshore, Utilization and volume
- Following critical reports to provide overview of performance and helping decision making
 - Weekly volume and currency report
 - Subs, sales investment, growth and talent
 - Client segment report, productivity report and manpower report
 - Preparation of fact sheet, position paper and press release.
 - Preparation of COO data pack and investor sheet.
 - Preparation of board deck and audit committee report

In Mphasis Limited, Business Finance role [May 2014 to May 2016]

Financial Planning, Reporting, controlling & Analysis

- Forecast - Revenue, profitability and trend- client level and project level
- Bridge b/w finance and delivery and sales in tracking and analysis business needs.
- Involving in rolling out targets, growth % and investment need.
- Operational Metrics Analysis -Headcount/efforts, Onsite/offshore, Utilization, Attrition rate, In-account buffer costs etc.
- Tracking of Receivables to meet DSO targets with constant follow up with CRMs and Unbilled tracking and analysis
- Preparing monthly risk register containing SOW risk, receivable risk, contract risk & other risks.
- Adhoc analysis- work like revenue & effort variance analysis, authentication of revenue, occupancy and resource utilization, vendor and sub-con analysis, review of SOW, MSA, PO, CR etc.

Pricing & Deals Tracking

- Includes new opportunities, renewal opportunities, CR opportunities etc.
- Successfully delivered large deal pricing of TCV \$ 30 Mn in ARC/RRC model of pricing
- critically reviewing with CRM, delivery managers on factors & assumptions
- Pricing type includes- fixed bid, Time & material, rate card, custom pricing
- Commercials terms & conditions reviewing
- Reviewing Actual performance of opportunities against sold commercials & implementing course of actions against any major deviations.
- TCV tracking includes - various analysis & considering risk factor at each stage of opportunity.
- Reporting & providing timely information & analysis to leaders/owners for decision making.

In M/s TARA & MURTHY Bangalore [Dec 2012 to Apr 2014]

The nature of work done and responsibilities handled includes: -

- **Audits:** Both Internal and Statutory Audit, **Taxation, Miscellaneous**
 - **Major Client -** Dynamatics Technology Limited (Listed company)

Professional Qualification

- Qualified CA - Chartered Accountant
- All India **8th** Rank in CA- Intermediate Institute of Chartered Accountant of India.
- Completed both Company secretary and Cost Accountancy
- Completed course on PGDFM (P G Diploma in Financial Management)
- DISA (Diploma in Information System Audit)

Computer Proficiency

- SAP – BI and Production system in HANA database, DPS, ALCON, In pipe and MSD dynamics
- MFG Pro’s ERP, ERRMS Oracle’s ORION 11I, Tally 9.1 release 2 and Tally ERP 9
- ERRMS, People soft & M smart, Oracle office - II, MS Office (Word, Excel & Power Point),
- Business Intelligence using Power BI

Extra -Curricular Activities/ Achievements

- Athlete and participated in various regional level sports event
- Travel and Trekking

Personal Profile

Date of Birth: 20thMarch1990

Gender : Male

Nationality : Indian

Languages known: Kannada, English and Hindi

Declaration:

I hereby declare that the information given above is true and correct to the best of my knowledge.

Place: Bangalore

(CA. PRADEEP S M)