**Nilesh K. Shah**

B-601, Plot no 10, Riddhi Apt, Jawahar Nagar, Goregaon (W), Mumbai – 400 062

Mobile: +91-9930 99 4448 Email : Nilesh.nk@gmail.com

**PROFESSIONAL SUMMARY:**

Finance professional with enriched experience in Financial Analysis, Budgeting, Strategic Planning, Cost Control, US GAAP and IFRS reporting. Committed to provide on time financial information along with analysis to facilitate business leaders to make decisions. Proven leadership skills with team handling experience. Easily approachable, friendly and proactive with excellent communication and relationship building skills.

**PROFESSIONAL & ACADEMIC QUALIFICATION:**

Chartered Accountant (A.C.A.) Institute of Chartered Accountants of India *Nov 1996*

Bachelor of Commerce (B.Com.) Mumbai University, India *Apr 1994*

**COMPUTER PROFICIENCY:**

Working knowledge of SAP and Peoplesoft,

Proficient in MS Office (Excel – Vlookup, Pivot Tables; Word & Powerpoint)

**KEY ACHIEVEMENTS / SKILLS:**

* Prepared, executed and monitored plan to reduce costs by $3 Million for FY2016-17
* Prepared, executed and monitored Margin Improvement Plan to turn around loss making units to profitable
* Prepared complex pricing models in Excel with various financing options to customers
* Prepared hand book to standardise commercial terms to be included in various customer contracts
* Negotiated with customers to accept commercial terms in line with company policies
* Developed software with help of IT consultant for consolidation of accounts in multi currency and as per requirement of US GAAP & Indian GAAP with availability of all key financial data at a keystroke.

**PROFESSIONAL EXPERIENCE:**

**NIIT Technologies Ltd.** London, UK (Industry : IT Outsourcing & Services)

Management Accountant – Europe *Jun 2011 to Nov 2016*

**Key Responsibilities:**

* Single point of contact for any financial information relating to all EUROPE business units.
* Closely working with BU Heads, Sales Heads & Delivery Heads to ensure financial goals and operating margins are achieved as per Budgets / targets
* Managing, analysing & reporting of key performance indicators to business leaders
* Preparation of Weekly and Monthly Operations Review pack and PPT
* Analytical review of revenue, operating expenses, margins and variances against budgets / targets
* Preparation of quarterly forecasted financials along with risk and gap analysis against budgets / targets
* Preparation of Annual budgets for all EUROPE business units and functions
* Prepare, execute and monitor Margin Improvement Plan across Business Units
* Preparation of weekly Collection Report and monitoring of DSO and collection targets
* Preparation of financial model and review of commercial terms in response to RFP / RFI
* Ensure revenue recognition as per company policies

**Patni Computer Systems Limited.** Mumbai, India (Industry : IT Outsourcing & Services)

Manager - US GAAP and Business Finance Manager *Jan 2008 to May 2011*

**Key Responsibilities:**

* Preparation of monthly, quarterly & annual Consolidated financial as per US GAAP and Indian GAAP
* Preparation of notes to the accounts, financial information in the Annual report & 20F (to be filed with SEC)
* Preparation of quarterly forecasted financial and analysis of actual vs. forecast
* Compilation of accounting policy and to ensure the compliance of the same
* Ensuring the SOX processes for financial reporting
* Liaison with external auditors
* Finance controller for one of the largest customer business unit and Single point of contact for all the financial & commercial requirement for the business unit
* Review of all contracts / RFPs to be entered with the customer from commercial & financial angle
* Revenue forecasting and analyzing the same with actual
* Preparation of monthly & quarterly MIS and analysis of the same
* Preparation of budgets and KPIs for the business and actual vs. budgets variance analysis

**Hexaware Technologies Limited** Mumbai, India (Industry : IT Outsourcing & Services)

Business & Commercial Manager - North America Operations *Nov 2006 to Jan 2008*

**Key Responsibilities:** Preparation of Weekly and Monthly Operations Review Pack, Variance analysis, Pricing and contracts, Preparation of Annual Budgets

**Vedanta Resources Plc.** Mumbai, India (Industry : Metals & Mining)

Associate G. M. – Finance *Feb 2006 to Nov 2006*

**Key Responsibilities:** Consolidation of Accounts of as per IFRS, preparation of budgets and monthly MIS.

**Hexaware Technologies Limited** Mumbai, India (Industry : IT Outsourcing & Services)

Business Analyst - Global Operations *Aug 2004 to Jan 2006*

**Key Responsibilities:** Preparation of Monthly and Quarterly Consolidated MIS reports, Variance Analysis, Cordination with research analysts for publication of research reports, Pricing and contracts, Preparation and consolidation of Annual Budgets.

**Zee Telefilms Ltd**. Mumbai, India (Industry : Media & Entertainment)

Sr. Manager – Accounts *Apr 2000 to Apr 2004*

**Key Responsibilities:** Finance Head – Regional Language Division : day-to-day accounting, liaison with auditors, budgeting and MIS. Also, responsible for Developed software with help of IT consultant for consolidation of accounts in multi currency as per requirements of US GAAP & Indian GAAP with availability of all key financial data at a keystroke.

**The Bombay Dyeing and Mfg. Co. Ltd.** Mumbai, India (Industry : Textile & Manufacturing)

Executive Accounts *Jul 1997 to Mar 2000*

**Key Responsibilities:** Exports Accounting, Salaries and Wages Accounting for all manufacturing units, Remittances in foreign currencies

**Articleship / Internship** with H. C. Shah & Associates and J. K. Shah & Co. *Sep 1993 to Sep 1996*

**PERSONAL INFORMATION:**

Languages known (Fluent): English, Hindi, Gujarati

Visa Category: UK – Indefinite Leave to Remain till Dec-2024

References: Will be provided on request