



Enterprising leader with proficiency in formulating, developing & implementing business plans & growth strategies by driving **Strategic Business Consulting, Litigation Management, Tax & Regulatory Advisory and Compliances, Operational Excellence**; business acumen to drive business growth, minimize risk and assure compliance with an innate excellence in exercising independent decision-making capabilities and a high level of confidentiality & integrity; targeting to express potential in leadership roles with an esteemed organization; Location: Bangalore



## PROFILE SUMMARY

- Performance driven **finance professional** with an unmatched track record offering extensive experience in advising various USA and global multinational corporations **devise India-entry strategy (Inbound investment planning & structuring)** along with **implementing appropriate capital infusion / business models** that would be critical to their growth strategies.
- Advising corporations on **post incorporation/ set up activities** including **setting up of processes from accounting, finance and tax standpoint** with a focus on optimising operational strategies.
- Deep expertise in advising domestic Indian entities to **plan and strategise their outbound investments to US, EMEA, etc.** with a focus on operationalising the KPIs, ensuring appropriate reporting, devising financial & tax strategies with a key to optimize business processes, implement efficient controls and augment profits
- Exhibited excellence in rendering **Business Advisory/ Consulting** especially pertaining to **business plans, feasibility analysis, advising revenue models, restructuring** while delivering results in growth, revenue and performance; proven track record in presenting **cost-benefit analysis** on new and existing programs and providing alternative recommendations.
- Notable success in working closely with Board & other teams to **forecast and analyze revenue performance** and trends of existing & new business avenues/ projects; proven capabilities in **Management Reporting** for senior management review and assisting in critical decision-making by conceptualizing KPIs, SOPs & Metrics for team.
- Insightful intelligence in formulating **new policies & procedures**, driving **business growth & expansion plans, mergers & acquisitions, business restructuring, due diligence, cost reduction initiatives** through proper control, process & efficiency improvements, productivity and resource management.
- Leveraged skills in providing support pertaining to **risk management, financial re-engineering**, management, internal controls & productivity improvements; proven track record in reviewing and enhancing all **financial procedures and internal controls, automating financial information systems**.
- Proficiency in spearheading wide range of **representations before Revenue Authorities, Tax Courts, RBI matters etc.** entailing Litigation risk management, Pleadings, Contract Management, Mergers & Acquisitions, Drafting Notices, Complaints & Replies, Regulatory Matters, Labor Matters, Arbitration & Mediation.



## CORE COMPETENCIES

Strategic Planning & Implementation

Inbound/ Outbound Investment Planning & Structuring / Financial Control

Capital Adequacy Assessment

Business Advisory & Compliance

Financial Planning & Analysis

Direct Taxation

Regulatory Advisory & Reporting

Exchange Control & SEZ Matters

M&A, Business Restructurings

New Policies & Procedures Formulation

Board Level Reporting & Decision Making

Working Capital Management

Budgeting & Cost Analysis

Financial Transformation & Improvements

P&L (incl. Litigation) Management

Risk Assessment & Mitigation

Team Building & Leadership

Cross-Functional Coordination



## WORK EXPERIENCE

### Since May '24: En Pointe Adwisers LLP, Bangalore

- Currently associated as Partner & Practise Leader and assisting in expansion & build advisory practise at South India.
- Target - 25 headcount, practise size USD 1MN, offices in major cities including Bangalore, Chennai, Hyderabad, till FY27.
- Leader for International business – Corridors covered US, UK, JAPAN, EUROPE, GCC.

### Jan'12 to May '24: Walker Chandiok & Co LLP (Grant Thornton), Bangalore

#### Growth Path:

- 2012: Manager
- 2014: Associate Director
- 2016: Director
- 2020: Executive Director
- 2022: Partner

#### Significant Highlights:

- Directed **Technology BU** and managed various structuring, advisory & compliance assignments from Tax & Regulatory aspects, along with developing mobility practise; spearheading a team of around 18 members
- Showcased excellence in providing valuable **business advisory services** throughout the career for multiple large organizations as follows:
  - Assisted a **large US-headquartered multinational in restructuring its group operations in India**; attained SEZ unit approval (exit/ entry strategies)
  - Managed entire gamut of strategising the Indian entry and business commencement for **Dubai-based IT services company and US-based relocation services provider**
  - Assisted a **Paris-listed large Media conglomerate** in conceptualizing its operations prior to set up of its Indian footprint
  - Led & assisted the **US-based NYSE-listed IT consulting and services company** who filed voluntary petition for relief under Chapter 11, to sell its Indian assets
  - Direct Tax and Exchange Control diligences** undertaken for various private equity / venture capital investors pertaining to the entities entailing Agriculture, Infrastructure, Financial Services, InfoTech, Pharma, Healthcare, FMCG, Retail & so on
  - Assisted the **promoter-held Indian company** to migrate their IPs overseas in a tax efficient jurisdiction along with undertaking a tax optimisation policy
  - Managed documentation of application and approval process to bring in FDI into India as per the extant regulations for a **French-based retail giant**
  - Advised a **global IT conglomerate** to strategise & defend its position on company law matters before CLB (now NCLT)
- Represented various **corporates** before various benches of the **Income-tax Appellate Tribunal** in pursuit of defending varied matters of significance (Litigation management)
- Strategic support in **conceptualising tax efficient compensation structure** for a large global online games developer, as a part of its acquisition strategy
- Assisted in developing plans for StartUp advisory & part of various Government initiatives on StartUp ecosystem.

**Significant Highlights:**

- Spearheaded multi-functional aspects encompassing **structuring/ advisory assignments** from Tax / Exchange Control aspects
- Advised a **BVI-based company** to choose from a host of international jurisdictions to house its IHC to meet key commercial/other objectives of the group
- Supported various entities to implement **Tax-Efficient Supply Chain Management (TESCM) strategies** to effectively manage overall tax
- Provided **advisory services** to an Indian-listed company to consolidate its global operations into India so as to make India a hub for future investment and sourcing strategies
- Recommended multinational clients to structure **compensation components** for their India inbound and outbound secondment/ deputation arrangements
- Devising strategies for various companies in managing or ring-fencing of their litigation risks.

Apr'07 to Mar'10: KPMG India Pvt. Ltd., Mumbai as Assistant Manager (M&A Tax)

**Significant Highlights:**

- Directed & effectively managed all aspects of **Due Diligence, Advisory / Restructurings & Corporate Taxation**
- Successfully concluded **due diligences** for large PE players across various sectors incl. **IT, Shipping, Oil & Gas, Energy, Retail**
- Managed successful completion of various structuring assignments from **Direct Tax, FEMA, Double Tax Avoidance Treaty (DTAA) perspectives** such as Fresenius Kabi's Acquisition of Dabur Pharma, Blackstone's Investment in MTAR and Gharda Chemicals Limited etc.
- Undertook **corporate tax structuring of BASF India, CIBA India Group companies** & so on.
- Assisted in representing Clients before **CIT(A), ITAT** & assisted senior lawyers in **High Court** pertaining to tax issues

**Roles Across the Career:**

- Identifying **performance issues** within **business and risks/opportunities** in current financial plan/forecast; resolving the same by developing and implementing financial trend reports
- Providing **strategic financial direction & leadership**; performing due diligence of companies / processes, steering processes transitions, reengineering existing process, reduced tasks involved & made process lean, resulting in significant savings in man hours & overall cost
- Heading **finance functions** involving determining financial objectives, designing & implementing systems, policies & procedures to facilitate internal financial control
- Implementing **financial results forecasting system** for providing accurate future results projections & budgeting system ensuring timely compilation & presentation
- Formulating & implementing **strategic growth plans**, managing **profitability & corporate business goals**, providing leadership across **financial, tax, accounting & regulatory functions**, making recommendations to Board while setting up objectives in-line with organizational objectives
- Minimizing impact of **variances**, identifying opportunities for **improvement, cost reduction & systems enhancement** and accumulating capital to fund expansion
- Completing financings for private companies which included engineering **Merger & Acquisition (M&A) transactions**, and international financings including External commercials borrowings
- Spearheading **tax & finance functions** including working capital management, profit monitoring, report management, building internal financial controls, capex management, designing & implementing system and framing policies & procedures to facilitate process control
- Establishing consistent and appropriate **business practices** & enhancing controls over risks
- Monitoring, mentoring & motivating workforce to enhance their efficiencies with excellent **people management skills** for leading personnel towards accomplishment of common goals by monitoring progress to ensure timely release and minimal error.
- Instrumental in setting up of tax and regulatory practise for Grant Thornton in Bangalore from 2012 onwards.

- **Independent Director** – IICA Certified with Ministry of Corporate Affairs, Government of India
- **Certified Coach** – EMCC/ EQA Certified
- **Executive Programme in Management with Cornell University** (elite Ivy league College)
- Bachelor of Legislative Laws (**LL.B**) with **KSLU** (*Accredited Grade 'A' by NAAC*)
- **Certification on GST from ICAI**
- **Chartered Accountancy** (Indian CPA) from ICAI, New Delhi
- **Bachelor of Commerce** from Pt. Ravishankar Shukla (Raipur) University

 **PERSONAL DETAILS**

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**Date of Birth:** June 08

**Address:** #751, 20<sup>th</sup> Main Road, HSR Layout, Bangalore – 560 102.

**Languages Known:** Bangla, English, Gujarati, Hindi, Kannada, Marathi.

**Hobbies:** Environmentalist, Traveller, Non-fiction literature, CSR activities, Story Teller.