

## Shankar Iyer

Certified Corporate Director and Cost Accountant with multi-industry experience, bringing strategic foresight, governance excellence, and a proven record of driving transformation and measurable business outcomes.

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### Profile Summary

#### Strategic Leadership with Proven Impact:

Cost & Management Accountant and seasoned business leader with expertise in turnaround strategies, business transformation, and large-scale deal execution (€6B+). Brings deep experience in bid management, pricing, and operational efficiency, with a proven record of enhancing shareholder value, profitability, and strategic growth across industries.

#### Trusted Advisor:

- Guided high-stakes decisions on transformation, risk management, and growth strategy.
- Mentored 1,500+ MBA students and coached 12 international start-ups, reinforcing commitment to leadership development and innovation.
- Established a PMO Centre of Excellence, driving operational excellence and scalable business growth.

Recognized for providing independent judgment, governance expertise, and strategic insight to support sustainable value creation.

### Key Skills

#### IT Consulting

Program/Project Management  
Operations Management  
Risk Management  
Client Management  
Pre Sales-Bid management  
Deal Strategist

#### Finance & Accounting

Statutory Compliance  
Fund Management  
Budgeting & MIS  
Financial Management & Cost Control  
Audit  
Fund raising & IPO's

#### Leadership

Team Building & Mentoring  
Building capability & initiatives  
Risk & Compliance  
Leadership Development

### Work Experience

#### Independent Consultant

Aug 2022-Present

##### ERP Specialist (Contract) – European MNC, Energy & Gas Sector

- Enterprise-wide system transformation support, ensuring compliance, operational efficiency, and alignment with corporate governance standards.
- Collaborated with cross-border stakeholders, providing insights on process optimization and risk mitigation in a regulated industry.
- **Project Manager (Contract, 4 Months) – US-based Client**
  - Managed a project, balancing budgets, timelines, and stakeholder expectations while ensuring transparency and accountability.
  - Provided strategic guidance on project prioritization, resource allocation, and performance monitoring, reinforcing sound governance practices.

#### Program Manager - Birla soft Ltd,

Dec 2020 to Aug 2022

##### Team Management | Transformation Program | Efforts Optimization

##### JDE Transformation & Upgrade

- Oversaw two global JDE transformation and digitization programs, driving operational efficiency and enhanced enterprise reporting.

- Directed critical work streams—including systems integration, data migration, and Hyperion reporting—achieving 100% data accuracy and on-time deployment.
- Led cross-functional teams of internal and vendor resources, ensuring strategic alignment and timely execution. Reported to the Steering Committee with actionable insights, improving risk visibility and speed of decision-making.
- Strengthened governance through disciplined RAID log oversight, reducing project risks by 30% and enhancing accountability across stakeholders.

#### **CPQ Implementation**

- Delivered a complex CPQ implementation with 50,000+ configuration rules in just 3 months, accelerating sales cycle efficiency and revenue recognition.

### **Technocraft Consulting Pvt Ltd., Co-Founder/ Director & Independent Consultant      Aug 2016 –Dec 2020**

#### **P&L Ownership | Business Operations | Market Growth & Revenue Expansion**

- Co-founded and led an ERP Consulting, Training & Advisory firm, securing preferred vendor status with a leading IT company.
- Executed vendor operational integration for a large consumer durables firm using DMAIC methodology, achieving zero defects in incoming materials.
- Implemented Replenishment System Model, delivering 20%+ productivity gains, 30% reduction in defects/rework, and 15% manpower optimization at vendor sites.
- Designed a future-state operating model and authored comprehensive SOPs for critical manufacturing support functions.
- As CEO & Director of NMS Consulting Pvt Ltd, expanded client base, strengthened governance, and delivered strategic growth and drove operational excellence through robust staffing and internal controls.
- Led successful client engagements including GST transitional credit availment, Purchase Function SOP implementation, and warehouse operations audits, ensuring 100% compliance and credit assurance for the CFO.

### **Wipro Limited – Program Manager      Jan 2015 To Aug 2016**

#### **Business Operations | Market Growth & Revenue Expansion**

- Established the Mumbai Delivery Centre to expand global delivery capabilities.
- Program Managed a JD Edwards upgrade transformation program, delivering on time, within scope, and ensuring profitability.
- Led client engagement across governance, requirements, and stakeholder management.
- Built high-performing teams through strategic recruitment and talent development.

### **Atos India Private Limited – Business Controller      Jan 2014 To Dec 2014**

#### **Business Operations | Revenue Expansion**

Global Business Controller for 5 GDCs, driving unified performance reporting, business planning (India Direct – NAM), and proactive insights to safeguard revenue and margins.

### **Cap Gemini Consulting India Private Limited – Associate Director      Aug 2002 – Dec 2013**

#### **Team Management | Business Operations | Market Growth & Revenue Expansion**

- Provided strategic oversight of large-scale transformation initiatives, including establishing Pricing & Commercial Capability at Cap Gemini India, strengthening governance around pricing, commercial operations, and risk management.
- Oversaw €6B+ in global transactions, contributing to €1B+ in secured deals, ensuring compliance, ethical standards, and long-term shareholder value.
- Led the Oracle Service Line of 250+ professionals, fostering a performance-driven culture and ensuring governance oversight of talent development and workforce productivity with minimal bench strength.
- Scaled teams significantly as Program & Operations Manager of the "Land & Expand" initiative, expanding from 40 to 135 members while ensuring strong operational controls and effective resource allocation.

- Guided the development of a business-wide IT strategy for a UK-based engineering firm's transformation program in the UAE, balancing technology adoption with business risk and governance requirements.
- Experienced in pre-sales, bid governance, and demand generation, leading teams to implement winning strategies that drive growth and client success.

### Prior Experience

Senior Consultant, HCL Information Limited, Mumbai, 2001 - 2002

Business Consultant, Systime Computers Limited, Mumbai, 2000 - 2001

Manager- Accounts & Finance, United Teleshopping & Marketing Company, Mumbai, 1999- 2000

Manager- Accounts, Al Shabak Trading Company, Dubai, 1997 - 1998

Regional Manager (West India) - Finance, AFL Logistics, Mumbai, 1996 -1997

Executive - Accounts, Marico Industries, Jalgaon, 1993 -1995

Finance Officer, Prag Bosini Synthetics, Mumbai, 1990 - 1993

Article Clerk / Audit Assistant, Chandabhoy & Jassoobhoy Chartered Accountants, Mumbai, 1985-1989

### Certifications/Achievements/Publications

- Member & Certified Corporate Director from Institute of Directors (IOD)
- Member of Policy Making Committee at Bombay Chamber of Commerce (BCCI)
- Certified Engagement Level - II for Project Management Professional from Cap Gemini.
- Published White Paper on Business Excellence Through Innovative Methods in Finance and Emerging Trends in Finance
- Published an article on Six Sigma Principles in an Interactive Corporate Magazine

### Education

- Associate Member of Institute of Cost Accountants of India, 1990 (ACMA)
- Inter C.A., Institute of Chartered Accountants of India, 1989
- Bachelor of Commerce, Mumbai University, 1985