

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