**SAURABH GANGULI**

L 11, MIG, Prasad Nagar, Pusa Road, New Delhi – 110005,

Mobile: +91 9811484909,

Email: saurabh1g@yahoo.co.in

* Successful and proven expertise of 15 years in Finance, Commercial, Accounts and Administration.
* Dependable leader, excellent communication and management skills, deep knowledge in industry dynamics and managing Start-ups.
* Strong negotiation skills with a natural Sales acumen to drag the business on the table.
* Extensive exposure in Financial Research & Analysis, Projects, Administration, Grants Management and Finance, managing Assets while leading team towards consistent target achievement and exceeding them.
* Proficiency in grasping new technical concepts quickly and utilizing the same in a productive manner.
* Project Management- Have pioneered and led a team of skilled technical resources to deliver performance & change management reporting requirements of newly opened branches in crucial geographical locations of Northern India as well as in Bangalore. In the process have developed in-depth knowledge in fault and performance domain (review of service assurance by technical business partners)

**EXPERIENCE TRAIL:**

* Mariner Society : *Research & Development, Hospitality, Healthcare* 🡪 Feb 2014 - Present
* The Jindal Group : *Manufacturing Industry* 🡪 May 2013 - Jan 2014
* Earth Infrastructures & Hospitality Ltd: *Service Industry* 🡪 October 2010 – April 2013
* ICICI Bank Limited :B*anking Industry* 🡪 November 2007 – May 2010
* American Express : *Service Industry* 🡪March 2004 – November 2007
* Indian Chamber of Commerce (Autonomous Body) 🡪 August 1998 – Feb 2004

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**MARINERS SOCIETY: RESEARCH AND DEVELOPMENT** *February 2014 – Present*

General Manager

* Administering finance, accounts and operations, directly reporting to the MD. Involved in critical decision making during planning and implementation of projects and services,
* Managing overall operations, finances, Investment ventures, regulatory and compliance requirements. Monitor Admin and hiring process, payroll and all employee related benefits, Sales and activity reports.

**THE JINDAL GROUP (JINDAL DYECHEM INDUSTRIES LTD)** *May 2013 – January 2014*

General Manager

* Planned and raised phenomenal funds and improved working capital position of company through influx of venture capital and active issue of 12% non-convertible preference shares from major Investment Companies, FIs, Investment Trusts and underwriters. Facilitated listing of instruments for increased liquidity and better response from the market.
* Ensured large scale project finance ventures and all corporate finance solutions at optimal cost including trade finance. Facilitated best deals on forward contracts to leverage maximum benefits from the currency fluctuations.
* Administer finalization of books of accounts, risk policy formulation and freezing of guidelines for credit policy. Achieving performance excellence through robust budgetary control, improvement on payables and receivables process. Ensuring proper cost control and cost reduction while improving overall efficiency on delivery of high quality Products & Services.
* Monitor admin and hiring process, attendance register, change management, learning and development, payroll and all employee benefit functions, sales and activity reports.
* Monitoring Tax Audit, Interim Audit, Handling direct and indirect Taxation, MIS and building financial controls – Implemented robust budgetary control on Rolling budget parameters.

**EARTH INFRASTRUCTURES AND HOSPITALITY LTD** *October 2010 – April 2013*

Sr. Manager

* Administered accounts, admin and taxation, all commercial functions, monitored finance and planning function of the Organization.
* Facilitated successful Investments and takeovers. For Investment analysis conduct SWOT, Avg. return on capital, payback period, detailed DCF- Net Present value calculation & IRR.
* Have successfully obtained Private Equity on several occasions, high-ticket Project Finance, Cash credit & working capital for the Company on: least ROI from all leading financial majors like IDBI, SBI, Bank of Baroda, ICICI etc.
* Review progress on Operations, financial statements, Sales and activity reports.
* Monitor vendor management, finalizing contracts, all Commercial functions involving purchases, procurement of material, presentation. of work order and ensure timely completion of work. Ensuring effective cost management, lean management & reduction of wastes on maintenance.

**ICICI BANK LIMITED** *November 2007 – September 2010*

Regional Head North: Business Banking (Institutional Finance and Audit)

* Directing appraisal, procurement, credit underwriting and audit excellence across the geography, close Financials and Audit duly in conformance to accounting standards. Responsible for complete portfolio profitability and brand management.
* Monitor Admin function and directly responsible for Implementation of all staff related HR policies, attendance, payroll, learning and development, compensation & rewards, recruitment and selection for all the concerned Branches. Close yearly staff Performance Appraisal process.
* Managing and nurturing team to improve process excellence by making business forecast, structure team activities and other important team building functions.
* Leading a result oriented team, ensuring monthly Avg. business of INR 2100 crores every time. Have pioneered and successfully administered large project finance ventures across country.
* Worked extensively on strategizing and building distribution network for ICICI bank in entire India, handling projects implementing Temenos, Essbase, Financial Applications of Nucleus, IRR & Investment Analysis, SFA, and Branch Profitability & Audit.

**AMERICAN EXPRESS** *March 2004 – November 2007*

Asst. Manager: Operations and Audit (worked in Delhi, Mumbai and Bangalore)

* Executed Operations, accounts & monitored financial audit.
* Was part of global Audit and Tax centre of excellence COE Team in India, managed domestic and overseas tax planning and statutory compliance of all group companies of American Express.
* Facilitated corporate finance solutions, trade Finance to large corporate houses in form of Packing Credit in foreign currency, PCFC/PSFC, WC Finance/CC/OD facility limit.
* Well versed with Cash Management Services and control operations.
* Had successfully delivered various projects with American Express, notably implementing systems & developing the newly established centre at residency road - Bangalore Oct-2004,
* Had been rewarded for driving the Business and enhancing marketing initiatives, involved in the core research team managing overall assessment, development and P & L for the assigned geography. Had monitored Procurement and Supply Chain mgt. for major branches.
* Have been involved in various projects of Human resource management and development functions of American Express- ensuring :- Employee Change Management, Interpersonal excellence, Learning & Development, Compensation and Benefits Administration

**DIRECTOR OFFICE: THE ASSOCIATED INDIAN CHAMBER OF COMMERCE** *August 1998 – February 2004*

Accounts officer – All Industrial Segments (worked in Calcutta and Delhi)

* Handled accounts, taxation, audit, Due diligence of industries and finance.
* Involved in several research and educational projects, sector wide development program of economy. Was part of compliance committee implementing regulatory standards on quality and operational excellence
* Special initiative towards development of sick industrial units in the Bengal chamber, facilitated influx of funds from the State Govt. Conducted due diligence and successfully facilitated procurement and finance for major PSU’s & Corporates - GAIL, IOCL, IFFCO, Arihant Fertilizers, Tata Chemicals, Reliance Power, BHEL and NHAI.

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| **Education** | Bachelor of Commerce (Honours)  Year : 1998, First Division from Maharashtra University  MBA Finance  Year : 2006, First Division from Symbiosis Institute of Business Mgt (Completed on 100% scholarship financed by American Express) |

**Trainings:**

Six Sigma Certification and Project Management – GE

Lean Management, Change Leadership & Strategic Planning -- American Express.

Presentation Skills, Analytical & Negotiation Skills -- American Express

Taxation and Planning -- PriceWaterhouse Coopers

Advanced training in AS, IFRS and GAAP -- PriceWaterhouse Coopers

Commercial functions & Supply Chain management -- ICICI Bank, BKC Mumbai

Detailed training on Financial Analysis & Audit (AS9, AS11, AS13) -- PriceWaterhouse Coopers

Desktop Management -- HP Client Automation

Senior Managerial Leadership & Effectiveness Program, -- ICICI Bank. BKC Mumbai