



DR. PARTHO MAJUMDAR

Finance & Operation Head | CFO | COO | CEO | Director

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CAREER TIMELINE

- **Pilot Industries Ltd.**
Vice President - Operations
Feb'24 - Present
- **Rajshree Engineering Pvt. Ltd.**
Vice President - Operations & Finance
June'22 - Jan'24
- **Self Employed**
Jan'20 - May'22
- **Reliance Health Insurance Ltd.**
Territory Director
May'18 - Sept'19
- **IMA PG India Pvt. Ltd.**
Chief Financial Officer
July'01 - Jan'18
- **Gilt Pack Ltd.**
Dy. Manager - Finance
Jan'00 - June'01
- **Monalisa Multiplast Ltd.**
Accounts Executive
July'97 - Dec'99
- **Kailash Motor Finance Ltd.**
Accounts Officer
Sept'94 - June'97

CORE COMPETENCIES

Risk Management
Auditing Expertise
Strategic Decision Making, Financial
Planning & Control
Budgeting/MIS Reporting
Due Diligence
Cash Flow Management
Costing & Pricing Support
Working Capital Management
Statutory Compliance
Recruitment & Selection
Training & Development
Operational/Process Excellence
KPI Optimisation
Project Management
Commercial Operations
Team Management & Leadership
Joint Venture Management
Setting up Projects

PROFILE SUMMARY

- With over 27 years of experience managing independently the functions of finance, IT, operations, HR & logistics, and compliance. renowned for inventing novel financial models, using data insights, and optimising operations. Strategic partner advising on M&A due diligence and decision consequences while overseeing the entire lifecycle of transactions, including ECB.
- Throughout my service career, I dealt with and interacted with the BIG 4, which are Deloitte, Ernst & Young (EY), PricewaterhouseCoopers (PwC), and Klynveld Peat Marwick Goerdeler (KPMG).
- Maintained a track record of increasing profitability, introducing new technology, and developing interdepartmental cooperation in the financial, IT, and compliance fields. Able to bridge the gap between finance and technology by implementing cutting-edge tactics and automating reporting.
- Created business plans or strategies to increase profitability, revenue, and JV partner buy-in. Structured transactions for optimum results
- Established a professional, compliance, and process-driven organisation by transforming a promoter-driven business, which will stimulate growth and guarantee operational excellence.
- Finalised revenue, sales, and cost budgets to improve EBIDTA margins, doing a variance analysis to identify discrepancies between predicted and actual data, guaranteeing the execution of remedial measures, and performing performance measurement analyses
- Worked with banks and other financial institutions to negotiate fund-and non-fund-based facilities to satisfy working capital and project finance needs.
- Used cash flow forecasts to make decisions about the funding needed for a firm and bank borrowing
- Conducted debtors review meetings and developing collection strategies with key stakeholders leads to increased cash flow and prompt debtor collections.

ACCOMPLISHMENTS @PILOT INDUSTRIES LTD.

- Collaborate with the CEO and other executives in developing and implementing the organization's strategic plan.
- Ensure the company's operations are efficient and effective, overseeing departments like production, marketing, and sales.
- Manage budgets, forecasts, and financial planning to ensure the company meets its financial objectives.
- Identify and implement process improvements to enhance operational efficiency and reduce costs.
- Identify and mitigate operational risks to ensure the company operates in a safe and compliant manner.
- Identify and develop strategic partnerships and relationships to support the company's growth objectives.
- Lead the company's response to crises and emergencies, ensuring business continuity and minimal disruption.
- Identify and implement technology solutions to improve operational efficiency and support business growth.
- Oversee the recruitment, development, and retention of top talent within the organization.

ACCOMPLISHMENTS @RAJSHREE ENGINEERING PVT. LTD.

- Lead the Electric Vehicle (EV) project fully and successfully.
- Appointment and selection of Technical Consultants from all around the country.
- Interaction and meeting with International Venturing Partners, from Europe & Asia for the import of technology through joint ventures.
- Interaction and Licensing with various ministries for all sorts of technical benefits and subsidies for setting up the plant.
- Setting up Research & Development Workshops for E-Axle and Motor.
- Selection and appointment of various technical executives for the respective project

IT SKILLS

Accounting & Operation Packages:

- TALLY 4.5 to 9.5
- FACT & Fox Pro
- ERP (Dot Net & SQL)
- SAP

SOFT SKILLS

Collaborator
Planner
Analytical
Change Agent

LANGUAGES

English
Hindi
Bangala
Marathi

ACCOMPLISHMENTS @RELIANCE HEALTH INSURANCE LTD.

- Conducted internal process audits & process reviews for ensuring strict adherence to the process parameters/systems as per defined guidelines, steered strategic organization structuring, leadership, change & talent management interventions by partnering with business.
- Formulated strategic annual business goals and conducting business performance / monthly & quarterly reviews; engaging in successful manpower planning, resourcing and deploying expansion.

ACCOMPLISHMENTS @ IMA PG INDIA PVT. LTD.

- Examined and reviewed Financial & Operational MIS Reports for Mumbai & Indore; performed consolidation for India Banking, Finance, Books of Accounts, Debtors Collection & Control, Creditors Control & Commercial Matters for Indore and Baddi Sales Tax Assessment, Income Tax Assessment, Excise & Service Tax Audit (Indore & Baddi).
- Decreased the number of outstanding debtors and, as a result, decreased dubious debts from 12 to 3 percent.
- Converted some of the orders into customer payments in advance before dispatch.
- Vendors' cyclic payments had been appropriately set for cycles of 30 to 45 days.
- Converted a number of employees reimbursements so that company receives the service tax refund.
- Confirmed petty cash payments on a cyclical schedule decreased the time it took for the systems to handle them.
- If the customer's past due is shown in the books of accounts, the shipment procedure was made to be hold.
- Over 16, 000 square metres of construction were completed in less than 8 months after the Capital construction project was launched.

EDUCATIONAL BACKGROUND

2012: Doctorate in Management from National Institute of Management, Mumbai

2006: MBA in Finance from National Institute of Management, Mumbai

2001: Diploma in Financial Management from NMIMS, Mumbai

1996: ICWAI Final Group II from Institute of Cost & Works Accountants of India, Kolkata

1996: Diploma in Computer Programming from Zapson Computer Center, Jabalpur

1993: B.Com. in Financial Management, Marketing Management and Personnel Management from University of Jabalpur

1990: Higher Secondary, from MP Board Bhopal, Christ Church Boys Higher Secondary School, Jabalpur