

## ANIL SACHDEVA



[www.linkedin.com/in/1anilsachdeva](https://www.linkedin.com/in/1anilsachdeva)



[anilsachdeva@rediffmail.com](mailto:anilsachdeva@rediffmail.com)

Mobile: +91 98 101 76475

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### SUMMARY OF SKILLS AND EXPERIENCE

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- A judicious Business & Finance leader and having a rich experience of 26 years' in Finance, Business Strategy, General Management, IT, Legal & Secretarial, Procurement and Administration functions
- Conversant with Electronics, Construction Equipment, Healthcare/FMCG, Print Media, FOREX, Travel, Holidays & Leisure, ITES/BFSI Businesses in Indian & Multinational environment
- Strong strategic, analytical & organizational abilities with adeptness in formulating and quickly executing Turn Around processes.
- Strong business acumen; proven track of running business efficiently, managing liquidity, resolving conflicting situations within teams and business partners and brining business back on track
- Efficient Guiding and Managing of a team of varied functions & professionals in a single and multi-location environment, effective management of Chaos, Crisis and Disruptive situations
- An exemplary communicator with ability to interface with officials across internal/external agencies, both in Indian and Trans-national environment

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### The Career Path

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Since May' 22	Working as a <b>Shared CFO</b> for a couple of companies in the MSME sector.
Jan' 16 – Mar' 22	<b>Chief Finance Officer &amp; Executive Director with Formica Laminates India Pvt. Ltd.</b> , earlier owned by Fletcher Building of NZ and currently by HAL Group of the Netherlands. Business of Laminates in India.
Apr'14 – Dec'15	<b>Sr. Vice President &amp; Controller – Finance with NetAmbit Infosource &amp; E- Services Pvt. Ltd.</b> - A part of the VC funded NetAmbit group; into the business of sales and distribution of Financial Products, Education products and Real Estate through telemarketing & ITES.
Nov'11-Feb'14	<b>Financial Controller &amp; General Manager – Admin. with JTB India Pvt. Ltd. (A Japanese MNC; Associate of Thomas Cook India Ltd)</b> - Established the Indian Entity of JTB Corp., Japan. The company is the fourth largest travel group in the world having presence in 35 countries across the globe.
Jun'09-Oct' 11	<b>Associate Vice President - Accounts with Thomas Cook India Ltd.</b> , Headed the commercial function of Inbound Travel which includes PL management, vendor negotiations etc., alongwith general accounting and administration responsibilities.
Dec' 06-Jun' 09	<b>Head – Finance with Metropolitan Media Company Pvt. Ltd.</b> , a startup Joint Venture between two media giants; The Times of India and The Hindustan Times. Had setup and headed Finance department alongwith Legal, Secretarial, HR and Administration.
Jan'05-Dec'06	<b>Sr. Manager – Finance with Bausch and Lomb Eye Care India Pvt. Ltd.</b> , a US Multinational in the healthcare sector, having annual turnover of Rs 1 billion in India. Independently handled Finance of the surgical business of the company (India and SAARC Countries)

Aug'04-Jan'05	<b>Manager – Finance with Mother Dairy India Ltd.</b> National distributing and marketing Company of India's largest cooperative - Mother Dairy, having a turnover of Rs 10 billion.
Jun'97-Aug'04	<b>Manager (Finance) with Escorts Group</b> , leading manufacturers of agricultural machinery and construction equipment with a turnover of Rs. 35 billion. <b>Sep'02- Aug'04 Manager - Finance with Medsource Health Care Pvt. Ltd., (a part of Escorts Group)</b> a startup company in the pharmaceuticals business with a turnover of Rs. 250 million.
Oct'95-Jun'97	<b>Officer (Finance) with Samtel Color Ltd.</b> , leading manufacturer of the Picture Tubes and color monitors etc., with a turnover of Rs. 3 billion.

### **Key Tasks Handled over the years**

#### **Finance/Commercial**

- Coordinating with RBI and other relevant authorities for obtaining *mandatory approvals for consultancy contracts, foreign exchange transactions and Expat Management*.
- Negotiating with Ministry of Commerce and other regulatory agencies for availing numerous export related benefits such as Advance Licence etc.
- Interfacing with bankers for *securing funds*, term loans, letters of credit & submission of periodical statements.
- *Development, analysis, and execution of budgets*, which are used to allocate current resources and estimate future financial requirements

#### **Accounts/ Auditing/ Systems Implementations**

- Oversee the finalization of accounts and preparation of Balance Sheet & Profit & Loss accounts for the purpose of audit as per *Indian and US GAAP*.
- Screening the overall *internal control procedures* for ensuring compliance with organizational stipulations.
- Establishing, implementing and documenting internal control procedures/systems for exalting efficiency levels and for *compliance under Sarbanes - Oxley Act*.

#### **Taxation**

- Liaising with taxation authorities for *timely assessments of returns/statutory documents for both company and Expat Employees*.
- Ensuring compliance with *Transfer Pricing Mechanism* for all Cross-Border and Domestic Transactions

### **Significant Accomplishments over the years**

- Holding on to operations, successful Due Diligence & making the company saleable in India coupled with turning around.
- Significant improvement in Sales Mix and Yield per Unit and per person by generating focus towards quality sales
- Reduction in Overall Costs by 40% due to manpower mapping, productivity management & various other means
- Reduction in losses/EBIT Improvement by 50%
- Independently setup the companies and Accounts & Finance department, successfully implemented systems and procedures and complied with all the statutory requirements.
- Reduced the Net owned Assets of the Inbound Travel business by rationalizing & realizing AR of around Rs 100 million.
- Designed and strategically established the systems and procedures for new Lines of Businesses.
- Successful implementation of ERPs across platforms.
- Successfully obtained Advance Licence worth Rs. 35 million for duty free imports from DGFT.
- Successfully obtained approval for foreign consultancy contract from the Reserve Bank of India.

***Educational/Professional Qualifications***

- Independent Director – 2022
- Insolvency Professional – 2022
- Qualified Information Systems Auditor course (DISA) from ICAI in 2003.
- Chartered Accountant from the Institute of Chartered Accountants of India in 1995.
- B.Com (H) from Delhi University in 1992 securing First Division.