

Manish B Gupta

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Profile Snapshot

- A result-oriented Professional with 25+ years of experience in Finance & Control, Business Planning, Financial Analysis, Budgeting and Management Reporting in various sectors – Telecom, Retail, Oil & Gas, and Port.
- Extensive experience in charting out strategies and contributing towards enhancing business volumes & growth and achieving revenue and profitability norms.
- Proficient in mapping business requirements with proven ability in designing & implementing systems to achieve cost control & financial discipline and enhance the overall efficiency of the organization.
- Organizational abilities with adeptness in formulating accounting systems, preparing accounting records and financial statements.
- An effective communicator with excellent relationship building & interpersonal skills; strong analytical, problem solving & organizational abilities.

Areas of Expertise

Business Planning & Analysis

- Heading finance functions involving designing & implementing strategies, policies & procedures to facilitate internal financial control towards the accomplishment of organizational goals.
- Formulating need-based business plans / strategies for maximizing profitability & revenue generation & realize organizational goals; developing Annual Operating Plan and monthly analysis of variance against the same.

Accounts/ Auditing

- Designing and implementing accounting systems & procedures; supervising the timely preparation of statutory books of accounts and finalization & consolidation of group accounts.
- Coordinating internal, statutory and tax audits; evaluating internal control systems / procedures to highlight the shortcomings and implementing necessary recommendations.

Budgeting & MIS

- Formulating budgets and conducting variance analysis to determine difference between projected & actual results and implementing corrective actions.
- Supervising the preparation of MIS reports and other statements to provide feedback to management on financial performance viz. fund management, credit control, profitability, etc.

Work Experience

Aug' 18 to May 24	Indus Towers Limited, Ahmedabad – Circle Finance Head for Gujarat Circle
Dec' 14 to Jul' 18	Indus Towers Limited, Mumbai – Circle Finance Head for Mumbai Circle
July' 11 to Nov' 14	Indus Towers Limited, Ahmedabad – Circle Finance Head for Gujarat Circle

Indus Towers is a subsidiary of **Bharti Airtel** that provides passive infrastructure services to mobile network operators and other wireless services providers. It is one of the largest telecommunications tower companies in the world.

Role

- Serving as an In Charge of Circle Business Finance and managing an annual turnover of Rs.1500 Cr.
- Ensuring continuous improvement of EBITDA, improving business efficiency, process correction, revenue assurance, collection, control over spend in CAPEX and OPEX and plugging wastages.
- Responsible for GST, TDS, PF, ESIC, Insurance Compliances.
- Co-ordinating Banking Loans and corresponding regular data and document submission.
- Partnering Business with all initiatives to improve operational efficiency thereby leading to higher EBITDA.
- Implementing process to institute strong controls and establishing the SOPs.
- Process correction and exception Reporting, P&L Forecasting, Variance and Trend Analysis
- Leading various revenue enhancement and cost reduction projects at the Circle.
- ROI and Capex Analysis of New Projects and Existing Projects.
- Co ordinating Statutory Compliances, Regulatory & Legal Matters, Litigations.
- Co-ordinating Statutory Audit, Internal and Concurrent Audit.
- Business Advisor to Project Team for end-to-end support from Finance perspective.

Aug '02 – June '11 Reliance Group of Industries Limited, Ahmedabad as Sr. Manager Finance & Accounts

Apr '10 to June '11 – Reliance Industries Limited (Retail Business – Gujarat Circle)

Mar '06 to Mar '10 - Reliance Industries Limited (Oil & Gas Exploration Business – Onshore Blocks)

Aug '02 to Feb '06 – Dhirubhai Ambani Institute of Information and Communication Technology

Reliance Industries Limited is a Fortune Global 500 company and is the largest private sector company in India with business in Oil & Gas, Refining, Textiles, Retail and Telecom.

Role

- Managed the Finance & Accounts function for Onshore Oil & Gas Blocks and Retail Business.
- Statutory compliances of the production sharing contract with the GOI.
- Compliances of Provisions of Joint Venture Agreements with partners.
- Responsible for taxation and regulatory requirements of the onshore Blocks.
- Capital & Operational Budgets and value engineering of the above business.
- Commercial activities from participating in negotiations to finalizing the contracts with vendors and service providers.
- Preparation of Tailor-made reports as required by the management.

Jan 00' – July'02 -Adani Port Limited, Mundra as Assistant Manager (Finance & Accounts)

Adani Port Ltd (Now known as Adani Ports and Special Economic Zone Ltd) is India's Largest Private Port Operator and Logistics Company.

Role

- Finalization of accounts including preparation of Balance Sheet, Profit & Loss Accounts and other annual reports
- Responsible for corporate group company aspects of taxation.
- Tax Planning and Filing of Tax Returns.
- Tax audit details and computation of income.
- Capitalization of Assets.
- Controlling of fixed assets register as per statutory requirement.

Education

Nov 1997	CA from ICAI
May 1991	B.Com from Gujarat University, Ahmedabad

Computer Skills

- Sound Operating Knowledge of **ERP** - SAP and Oracle
- Proficiency in Operating MS Office, Tally Accounting Package.

Personal Details

Date of Birth: 24th August 1970

Permanent Address: D-31, Nebula Towers, B/h Grand Bhagwati Hotel, Bodakdev, Ahmedabad – 380054.

Languages Known: English, Hindi and Gujarati.

Last Salary Drawn: Rs.5,00,000/- monthly.

Expected Salary: Rs.3,00,000/- monthly.