

Manoj Kumar Chalinmal
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Dear Hiring Manager,

I am writing to express my interest in the Senior Finance position at your esteemed organization. With nearly 26 years of extensive experience in Financial Modelling, Business Analysis, and diverse financial management responsibilities, I am eager to bring my expertise to your team and contribute to driving exceptional performance while aligning with organizational goals.

Throughout my career, I have consistently delivered innovative strategies in **Financial Modelling and Reporting**, ensuring the provision of accurate and timely financial information for stakeholders. My skill set encompasses a wide array of activities including **Financial Data Analysis, Financial Modeling, supporting decision-making processes, Credit Control, Accounts Receivables, Accounts Payables, Project Accounting** of Air Conditioning projects, **VAT Management and Compliance, Client Engagement**. Moreover, I have spearheaded **ERP implementation** projects such as **Oracle Financials** and **SAP S4 HANA**, demonstrating my capability to lead and drive **process improvements** effectively.

At Solid Solution Technology LLC, where I currently serve as Director - Finance, I oversee a comprehensive range of financial functions including monitoring financial reporting, treasury management, credit control, tax compliance, budgetary control, KPIs and objectives management, and IT control.

Some of my **notable achievements** include developing budgeting, forecasting and MIS processes to enhance financial planning and control, implementing cash flow management and financial planning processes, and successfully streamlining payment processes through the implementation of host-to-host payments mechanism. I have also introduced Dynamic Discounting system to support additional income generation.

My **industry experiences** span across Consumer Electronics **Distribution and Retail**, IT Products Distribution, **Automobiles Trading/Service**, and **Manufacturing Companies**, providing me with a versatile understanding of financial management across different sectors.

I am confident that my skills in Financial Modelling, Financial Analysis, Budgeting, Debt and Credit Management, combined with my strong analytical, collaboration, and communication skills, make me a valuable asset to your organization.

Thank you for considering my application. I am eager to discuss further how my experiences and skills align with the requirements of the **Senior Finance position** at your esteemed organization.

Sincerely,

Manoj Kumar Chalinmal

Enclosure: Resume



Skilled Finance Professional;

25 years of experience in Financial Modelling and Business analysis and has achieved exceptional performance. Able to introduce innovative strategies into financial reporting that are aligned with Organisational Objectives.

Aspires to a professionally rewarding finance role with a focus on governance, risk management and compliance enabling optimization expertise in financial analysis, planning and control, budgeting, debt and credit management.

CONTACT

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CORE COMPETENCIES

- Financial Modelling
- Financial Analysis
- Budgeting, Planning, and Forecasts
- Debt and Credit Management
- Oracle Financials
- Due Diligence

EDUCATION

- Certified Management Accountant (CMA) - IMA, USA
- CA Inter GRI, - The Institute of Chartered Accountants, India
- Bachelor of Commerce – University of Calicut, Kerala, India
- Pursuing CPA, USA
- Pursuing DipIFR, ACCA

MANOJ K CHALINMAL

FINANCE STRATEGY MANAGEMENT

PROFILE SUMMARY

- **Technically sophisticated;** successfully led the **implementation and User Acceptance Testing (UAT) of cutting-edge ERP systems** including Oracle, SAP S/4 HANA, VAT set-ups, MIS tools, Robotics tools, SAP Ariba procurement systems, and data management system (DMS) tools, ensuring seamless integration and optimal functionality
- **Financial Reporting;** pivotal in ensuring accurate and timely financial reporting, including **Financial Planning and Analytical Reports, income statements, balance sheets, and cash flow statements**, to provide a clear financial picture to stakeholders
- **Treasury Management;** showcased skills in managing the organization's cash flow, investments, and financial risks efficiently, optimizing the use of financial resources and monitoring credit management, including evaluating credit risks and establishing credit policies to minimize bad debts
- Showcased success in **UAE tax regulation compliance, tax optimization, budget management, and cost control** with proficiency in **VAT management and financial presentations** for decision-making and strategic planning
- **Expertise in defining Key Performance Indicators (KPIs) and objectives** for the finance department and tracking progress towards achieving them, coordinating and facilitating **internal and external audits**, ensuring compliance with audit requirements and addressing audit findings
- Skilled in **managing financial systems and controls to ensure data security and integrity while leveraging technology for financial management** and monitoring accounts payable processes and the general ledger to maintain accurate financial records
- **MIS Reports – Group & Divisional Profitability;** pivotal in generating management information system (MIS) reports to analyze group and divisional profitability, providing insights for decision-making
- Pivotal in **monitoring banking relationships, managing cash and liquidity, optimizing banking operations for the organization** and facilitating communication and cooperation between internal and external auditors, **ensuring smooth audit processes and identifying areas for systems and process improvements**, implementing best practices and preparing for ISO audits when required
- **Industry Exposure:** Consumable Electronics Distribution and Retail, IT Products Distribution, Automobiles Trading & Service and Manufacturing

PROFESSIONAL EXPERIENCE

Since Jun'23 with Solid Solution Technology LLC, Dubai as Director – Finance

Role:

- Monitoring financial reporting, treasury management, credit control, tax and compliance, budgetary control, KPIs and objectives management, and IT control
- Ensuring accurate and timely financial reporting to support decision-making processes
- Managing budgeting and budgetary controls to optimize financial resources
- Implementing finance policies, procedures, and systems effectively
- Liaising with internal and external auditors to ensure compliance with financial regulations
- Driving process improvements to enhance operational efficiency

Achievements:

- Developed budgeting and MIS processes to enhance financial planning and control, contributing to improved accuracy and efficiency
- Worked on KPIs for divisions & individual staff, driving performance & continuous improvement
- Implemented cash flow management and financial planning processes, projecting revenue and expenses monthly and annually

SKILLS

- ● Analytical
- ● Collaborator
- ● Communicator
- ● Innovator

Jan'09 - Jun'23 with Eros Group, Dubai as Senior Manager – Finance

Role:

- Managed a team of 20 finance staff, monitored accounts payables & general ledger functions
- Managed MIS reports for group and divisional profitability analysis to support decision making processes
- Led Forecasting and Budgeting activities and budgetary control processes to optimize financial resources
- Administered VAT processes and returns to ensure compliance with tax regulations
- Presented monthly & quarterly management reports to support decision-making processes
- Controlled marketing & promotional activities budget and managed claims from principals
- Monitored KPIs to track performance and drive continuous improvement
- Managed Project Accounting/Reporting of Airconditioning Projects
- Implemented finance policies, procedures, and systems effectively
- Directed banking relationships and transactions
- Liaised with internal and external auditors to ensure compliance with financial regulations.
- Led systems and process improvements, including ISO audits

Achievements:

- Successfully implemented host-to-host payments mechanism to streamline payment processes, resulting in a reduction in payment processing time
- Introduced and operationalized dynamic discount process with various vendors to optimize cash flow, resulting in improved cash flow management and enhanced vendor relationships
- Supervised various system implementations and user acceptance testing (UAT) for Oracle, SAP S/4 HANA, ONEERP (Orion), VAT set-ups, MIS tools, robotics tools, SAP Ariba procurement systems, and data management system (DMS) tools, ensuring seamless integration and optimal functionality
- Supported in a document management system, enabling 100% online access to documents

Feb'01 - Apr'08 with Saud Bhawan Group, Muscat as Internal Auditor

Role:

- Successfully implemented Audit Plans and Establishment of Internal Control Systems, including Operational Audits, Policy and Procedure Reviews, Accounts Receivable Analysis, Financial Audits, Surprise Checks, and Investigations
- Played a key role in the assessment of the Sufficiency and Reliability of Current Internal Controls through Branch Visits and Audits, ensuring compliance and efficiency within the organization

PREVIOUS PROFESSIONAL EXPERIENCE

Feb'99 – Jan'01 Samsonite (I) Ltd., Mumbai, India as Accounts Officer

Feb'96 – Feb'99 with Leela International Ltd., Mumbai, India as Internal Auditor

PERSONAL DETAILS

Address: Al Qusais 1, Dubai, UAE

Date of Birth: 22nd May 1972

Languages Known: English, Hindi, Malayalam and Tamil

Marital Status: Married

REFERENCES

1. Mr.Ravichandran P – CEO, Eros Group
2. Mr.Niranjan Gidwani – Former CEO, Eros Group

Contact details shall be shared upon request.