

## **JITENDRA SHARMA, CMA(USA), IIM(K)**

345 Shri Gopal Nagar, Gopal Pura Bypass, Jaipur Rajasthan, INDIA-302019.

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### **Personal Details**

Name Jitendra Sharma

Father's Name: Sh. Parmanand Sharma

Date of Birth: Sept. 3<sup>rd</sup>, 1979

Gender: Male

Nationality: Indian

Marital Status: Single

### **Important Facts:**

- 18 Years' Experience at Senior Management level in India and Overseas.
- Executive Management Program from Indian Institute of Management (IIM).
- Professional member of Institute of Management Accountants, USA.
- MBA Finance with A Grade, from Premier institute in India
- ✓ **Awarded as Silver level leader by IMA.**
- Always been in top 5 students in School.
- Excellent experience in dealing with Government authorities for Formation and setting up of companies from scratch, to get the necessary licenses, Duty remission and other necessary statutory clearance in many countries. Like India, Kenya, D.R.Congo, Congo (Brazzaville), and Zambia.
- Organizing various type of financing including commercial loans with (Co-operatives) Saccos, Microfinance institutions and banks,
- Initiated and done, many projects for Cost saving and Revenue generation.
- Excellent experience in financial analysis, decision making, Business process reengineering and operations management.
- Travelled to Uganda, Tanzania, D.R. Congo, Congo (Brazzaville), Zambia, UAE, Thailand, Malaysia, Singapore and Indonesia.
- Working with the Auditors, Price water house cooper (PWC), PKF, Deloitte & Touche, KPMG, Grant Thornton and Earnest and Yung.
- Languages :- French, English, Hindi,

### **Work Experience:**

#### **A. Overseas Work Experience**

1. Worked as **Head- Finance of Auto Industries Ltd. Kenya**, a part of Dubai Auto Gallery which is a leading assembler and distributor of BAJAJ products in Africa for Motor Cycles, Three wheelers and Spares Parts, Having operations in 41 countries. **Turnover more than 1.5 BILLION USD.** Website [www.bajajafrika.ae](http://www.bajajafrika.ae) ( June 2013 to Oct 2018).

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2. Worked as **Head-Audit of Devki Group of Companies, Nairobi, Kenya and overall in charge of Congo Copper Mills and Congo Steel Mills, Lubumbashi, D.R. CONGO. A Group of Companies who is:-**

1. Having an Annual Turnover of \$500 Million.
2. Having operations in Kenya, Tanzania, Uganda and Democratic Republic of Congo.
3. Leading Steel Manufacturer in East Africa for last 25 Years.
4. Well known Cement Manufacturer in Kenya By Company, National Cement Company brand Simba Cement.
5. Well Known Copper Manufacturer in Congo by Congo Copper Mills SPRL.
6. Having 3000 Employees in the group.

Websites: [www.devkisteelke.com](http://www.devkisteelke.com), [www.nccke.com](http://www.nccke.com) ( Aug 2011 to Feb 2013).

3 .Worked as **Financial Controller of Karuturi Ltd., World's Biggest Floriculture company (Largest Producer and Exporter of Roses)** having more than 5,000 employees. Having operations in India, Kenya, Ethiopia, U.A.E, Holland and Singapore. A Listed company in National and Mumbai Stock Exchanges in India (Nov 2008 to Dec. 2010)

URL [WWW.KARUTURI.COM](http://WWW.KARUTURI.COM)

4. Worked As Manager Finance for ZAHIRA SPRL, R.D.CONGO, and CENTRAL AFRICA. A Group of Companies Engaged in Automobile Dealership (Largest Importer of TATA and Mahindra vehicles in Africa), Construction Agriculture, Paper Manufacturing and Trading. (Since Nov 2005 till Aug 2008). Annual Turnover USD 20 Millions.

### **B. Indian Work Experience**

1. 2 Year Working Experience as Manager Accounts and Finance in Continental Petroleum's Ltd. A Company for Manufacturing and Sale of Lubricant Oil in India. (Jan2004- Nov 2005)

2. 4 Years Working Experience As Manager Accounts In Creative Projects Pvt. Ltd. A Company for Civil Construction Projects (May 1999—2003).

### **Work Experience includes:-**

#### **Financial Management:-**

- Financial management, planning and control of whole financial and banking operation of companies.
- ✓ Monitoring and ensuring 100% compliances with an objective of NO Tax penalty.
- ✓ Adequate Insurance coverage and No claim rejection.
- ✓ Effective Inventory and Fixed assets Control, monitoring and periodic audits.
- ✓ Decision making-- Capital budgeting, make or buy analysis, Switch over.
- ✓ Value engineering, Business process engineering and Organization reengineering.
- ✓ Financial Planning, Budgeting, forecasting, Break even analysis in case of different products departments and regions

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- ✓ Organized Duty Remission/ Exemption for importation of goods in different countries like Kenya, Congo etc.
- Negotiations with banks for banking facilities and Interest rates etc.
- Periodic audits of branches and subsidiaries.
- Rich experience in getting facilities with banks like Bank overdrafts, short term loans, post import finance, Line of Credit and term loans in both local or USD by selecting correct LIBOR rates.
- Foreign exchange management, handling foreign exchange forward contracts, looking after Accounting of foreign exchange, Maintain proper reserve of foreign exchange.
- To fix Copper prices considering future LME price movements.
- Preparation of software for accounting and payroll.
- Establishing internal control and internal check system in organization. Preparing Internal Control Manuals, SOP and Internal Control procedures for organization.
- ✓ Handled Due Diligence operations in case of acquisition.
- ✓ Rich experience in profitability analysis like customer profitability, products profitability, including spare parts where we have more than 5000 parts and more than 100 products, Location wise profitability to maintain margins.
- ✓ Prepared transfer pricing policies and faced case of the TPP, International and Local Taxation.

### ***Operations Management***

- Handle escalated problems and develop quick resolution to ensure on time Solutions.
- Restructured the operations by strategically directing the team to be laser focused on key areas that have the biggest impact.
- Setting non-negotiable standards that are reasonable, achievable, and result in building the business and periodically review of the same.
- Integrated functional strategies, utilizing business expertise to reach financial and operational objectives.
- ✓ Monitored company policies and developed new operational procedures for firm in order to increase efficiency. Streamline policies and procedures to cut down on waste, reduce expenses and improve operational production.
- ✓ Managing Supply Chain operations for importation of goods.
- ✓ Expansion of business in Zambia, to increase business turnover by increasing sales, by adding more clients and more products

### ***Cost Management:-***

- Monitoring of budgets and variance analysis.
- Implementation of Standard costing system.
- Price fixation and costing of products.
- ✓ Periodically review for saving in expenses. To identify new areas for saving and revenue generation.
- Implemented product costing and review profit and loss of each product periodically.

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### ***Administration, Human resources and Public relations.***

- ✓ Recruitment of staff, assigning KPI, JD and performance evaluation.
- Dealing with Government authorities to get the licenses and other necessary clearance in many countries. Like Kenya, Congo, Zambia and India.
- Designing report formats for accurate flow of information.

### ***Education:-***

S. No.	Degree/ Course	Institute
1	CMA	Institute of Management Accountants, USA
2	Executive Management in Applied Fin. Risk Management	Indian Institute of Management(IIM), Kashipur, India
3	MBA( Finance)	IIMM, Pune.
4	B.Com.	University of Rajasthan, Jaipur

### ***Seminar/Webinar Attended:-***

S.No.	Subject	Organized By	S.No.	Subject	Organized By
1	Successful Conflict Negotiation	IMA	11	Managing the Transparent Company of the Future	IMA
2	Leverage New Technologies to Enable Agility in the Finance Function	EY/IMA	12	Blockchain: What is it? Why Should I Care?	IMA
3	Uncovering the True Costs of Fleet Ownership	KPMG/IMA	13	Coaching	IMA
4	Essential Team Skills	GM/IMA	14	The ROI of T&E: How Expense Reporting Pays for Itself	IMA
5	Utilizing Data Analytics to Improve Performance	GT/IMA	15	Leadership During Times of Change	IMA
6	Forex Management	Kenya Revenue Authority	16	Personnel Planning to Impact Profits	IMA
7	<i>Better You, Better leader</i>	IMA	17	Controlling the Chaos of the Close	IMA
8	<i>Current Expense Management Trends and T&amp;E Spending Benchmarks</i>	IMA	18	Robotics Process Automation	IMA
9	<i>The Six Skills Accountants Need to Survive the Robot Uprising</i>	IMA	19	The Future of Finance - The Changing Role of the Finance Professional	IMA
10	<i>Perspective and Creativity</i>	IMA	20	The Energy Journey: How to Reduce Energy Spending AND Drive Long-Term Impact	IMA

*Best Regards,  
Jitendra Sharma*