



CMA SARVESH TIWADI

Assistant Manager, Business Analysis

Solution-focused professional with expertise in budgeting & forecasting, business intelligence reports, financial planning & analysis (FP&A) of the business and hence contribute to performance review, operational decision making and improvement plans in meeting the company's profitability and financial objectives.

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PROFILE SUMMARY

Business & Financial Analysis Manager with 16 years of international experience in heading the budgeting and financial planning & analysis (FP&A) function in large privately held companies. Notched up operating profit by 50% in a short span of 2 years by restructuring pricing mechanism based on the competitor's survey. Increased \$0.7 million in revenue by negotiating with Japanese manufacturer and submitting all relevant financial information to justify a substantial hike in the company hourly labor rate. Accountable for all financial planning, analysis, and budgeting activities for 11 Branches of the company with US\$100M turnover. Increased efficiency and accuracy of management reporting by automating the report generation process. Created 200+ dashboards for daily, monthly and inter-branch business reporting, improved work productivity by 25%, involved in 25+ Kaizen and process improvement projects, created budgetary absolute controls for budget vs. actual spend analysis. Business representative and lead Key user for ERP system (Oracle e-Business Suite), and Hyperion.

AREA OF EXCELLENCE

Budgeting & Forecasting	● ● ● ● ●
Business Intelligence (BI) reports	● ● ● ● ●
Financial Planning & Analysis (FP&A)	● ● ● ● ○
Variance Analysis	● ● ● ● ●
Strategic Planning	● ● ● ● ○
Financial Statement Analysis	● ● ● ● ○
Cost Analysis & Management	● ● ● ● ○
Investment Decisions	● ● ● ● ○
Kaizen (Continuous Improvement)	● ● ● ● ○

SOFT SKILLS

- Planner
- Innovative
- Change Agent
- Intuitive
- Thinker
- Communicator
- Leader
- Initiative

CAREER TIMELINE

- Toyota Motor Corporation Distributor, Bahrain (05/2006 – 07/2019)
Assistant Manager, Business Analysis (13 Years)
- Unilever Distributor, Oman (04/2005 – 03/2006)
Business Analyst (1 Year)
- P&O Nedlloyd India Pvt. Ltd., Pune (08/2004 – 04/2005)
Business Analyst (1 Year)
- e-Serve International Ltd., Mumbai (04/2003 – 08/2004)
Banking Officer (1.4 years)

PROFESSIONAL TRAININGS

- Level 3 Award in Leadership and Management
Institute of Leadership & Management, London
- Certified Service Advisor
Toyota Motor Corporation, Japan
- Project Management
Bahrain Institute of Banking & Finance
- Anti-Money Laundering
Citibank N.A., Mumbai

EDUCATION

- Certified Management Accountant**
IMA, USA
- Business Professional Programmer**
Department of Electronics, New Delhi

Bachelor of Science
Mumbai University

IT SKILLS

- Ms-Office**
Advance Excel, VBA, & PPT
- Oracle e-Business Suite**
ERP LKU, Business Intelligence (BI) Reports
- Hyperion**
Smart View & Hyperion Web View
- Web Designing**
Creating responsive Websites, Search Engine Optimization (SEO), Google Search Console, Google Analytics.

LANGUAGES

- English
Full Professional Proficiency
- Hindi
Limited Working Proficiency
- Marathi
Limited Working Proficiency
- Gujarati
Elementary Proficiency

WORK EXPERIENCE

Assistant Manager, Business Analysis Toyota Motor Corporation Distributor

05/2006 – 07/2019

Manama, Bahrain

13 Years

- Prepared Annual Operating plan (budgets), forecasts and strategic plans that provided clear, consistent and measurable targets for the business. Sales over USD100M and Operating profit of 20.2% in FY2018.
- Reduced overhead expense by US\$450 thousand by developing and implementing cohesive budgeting and spending policies, procedures and tracking systems across business units.
- Managed the development and implementation of a new Business Intelligence (BI) reporting system. Automated 100+ manual reports and created business intelligence reports with Oracle India BI team which provided Senior Leadership with integrated financial, business and operational information to enable effective performance monitoring and decision-making.
- Ensured the reporting accuracy of Hyperion application instance for product allocations, partnered with the technical team to identify the source of any problems and performed user acceptance testing of application changes, kept business stakeholders informed and engaged in the decision process.
- Financial modelling for various "what if" business scenarios, new business feasibility studies, CBA & breakeven analysis and the overall financial impact of new business addition to the company. Provided key analysis through profitability modeling to Senior leadership to determine make/buy decisions.
- Analyzed business operations and created processes to improve efficiency by 10% and reduce costs by 5%.

Business Analyst Uniliver Distributor

04/2005 – 03/2006

Muscat, Oman

- Created detailed financial forecasts on US\$250M of investment projects and summarized this information for the executive committee.
- Analyzed financial activities using Excel modeling (Vlookup, Pivot Tables, Formulas, etc) including the P&L, expense budgeting and forecasting, long range planning, and expense allocations to product lines.
- Provided reports, presentations and ad-hoc analysis including annual operating plan budgets, monthly cash forecasts, inventory analysis and profitability forecasts.

Business Analyst P&O Nedlloyd India Pvt. Ltd.

08/2004 – 04/2005

Pune, India

- Resolved process procedural /incidents across the regions/SSC.
- Liaising with other business operations and support teams across Asia, Africa, Europe and London.
- Doing general investigations to establish the impact of proposed business change on IT systems.
- Investigating and resolving reported system / business issues, initiating SDM'S (service delivery requirement), recommending business process change and/or defining IT system change requirements if necessary.

PROFESSIONAL MEMBERSHIP

Institute of Management Accountants
USA

PERSONAL DETAILS

Age: 38 Years.

Nationality: Indian.

Passport No.: K8715738, Valid Till: Apr, 2023

International Driving Licence No. 801127580

Countries Travelled: Oman, Bahrain and UAE.

REFERENCES

Jens Mauserberger, AGM-After Sales

"Toyota Motor Corporation Distributor, Bahrain"

Contact: jens.m@ekkanoo.com.bh – +973 38307937

Laxman Singh, After Sales Manager

"Toyota Motor Corporation Distributor, Bahrain"

Contact: laxman.sr@ekkanoo.com.bh – +973 36111892

INTERESTS

Personal Finance

Web Designing & Programming

Search Engine Optimization

FINANCIAL INDUSTRY EXPERIENCE

Position

Banking Officer

Company:

e-Serve International Ltd. (An affiliate of Citibank N. A.)

(04/2003 – 08/2004) - 1.4 Years

1) Responsible for processing any banking / financial information for savings / current A/c, NRE/NRO/FCNR/EEFC A/C, International \$ A/c, QA22 A/c, Equity Advance A/C, Demat A/c, Mutual Fund, Globe Deposits, Domestic & International Deposits etc. 2) Provide constructive and constant feedback on improvement of products, services, procedures and work environment by using proper available channels. 3) To process outward remittances, ensure smooth inward remittances and investigate missing International Funds Transfer related cases done via Wire Transfer / Swift-code / MT hundred formats. 4) Processing thousands of financial / banking transactions in a month for Citibank customers such as A/c-to-A/c transfer, TT transfer, DD booking, Term Deposit Booking/ breaking, Subscription/Redemption of Mutual fund, Transfer of shares etc. 5) Registering & resolving customer queries/complaints, handling irate customers, disputes in credit cards and coordinating with related departments to work out a solution for customer complaints.