

# ABHIJIT SINGH (B.Tech-CSE & PGDM-Finance)

General Manager - Account Receivables, Payable & Commercials | Business Operations Management | Pan India Depots Management & Marketing Strategies | Working Capital & Bank Operations | Outsourcing | Manufacturing Planning & Logistics | Acquisition (NCLT)



Driven Professional with 16 years of experience in Business Operations Management, Finance, Accounts & Commercials.

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📍 Kolkata, West Bengal

## CORE COMPETENCIES

Account Receivable & Payable

Cash Flow / Fund Management

Working Capital Management

Commercials

Business Operations

Outsourcing & Purchase

Factory & Logistics Coordination  
for Despatch

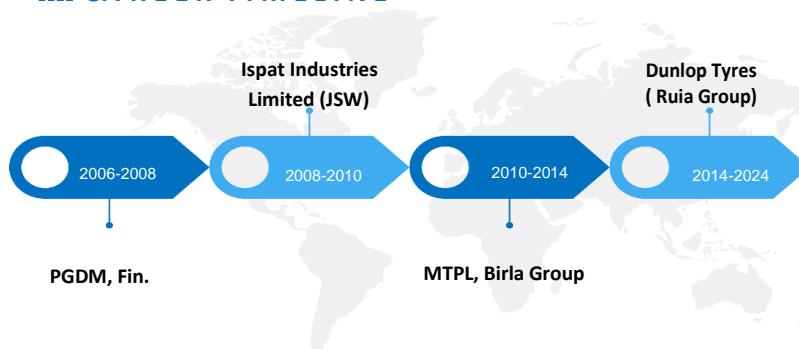
Acquisition (NCLT)

Team Management

## PROFILE SUMMARY

- Results-oriented and accomplished professional with over 16 years of extensive experience in effectively managing diverse business operations & directly reporting to group Chairman & his family.
- Proficient in **account receivables & commercials, finance & banking**, procurement, factory co-ordination for production & timely despatch, **outsourcing, acquisitions (NCLT)**, marketing policies & strategies formation, HR operations, company's real estate rent management etc.
- Well versed with managing **bank operations & working capital limits (LC, BG & CC)**.
- Successfully finalized Company's Brand Uses **Royalty agreement** with a well known Indian Tyre Manufacturing Company.
- Successfully negotiated and finalized a **4-year Long Term Settlement (LTS)** with the labor union in alignment with management terms.
- Working Experience on **SAP FI, SAP MM & SAP SD (User Level)**.
- Part of Team which has completed **Two Six Sigma projects on LC & BG (Ispat Industries Ltd)**.
- Soft Skills: Effective communicator, Leader & change agent, Planner & Innovator.

## CAREER TIMELINE



## WORK EXPERIENCE

Since May'14-Present : Dunlop Tyres Limited, (Ruia Group), Kolkata

### Growth Path:

Joined as Manager (F & A)

General Manager

### Role:

- Report directly to the **Group Chairman & Family**, managing multifaceted responsibilities for Dunlop Tyres, Monotona Tyres and various group companies.
- Account Receivables & Commercials** - Formulate marketing commercial policies for over 50 sales depots and C&F in India. Look after **strategic product pricing, sales planning, customer discounts & commercials** and strategic facilitation for production planning.
- Loan AC Management**- Skillfully managed a diverse portfolio of loans acquired from various reputable (NBFCs) including Capital First, SMC Global, Globe Fincap and others.
- Accounts Payables, Contractors & Procurement** :- Led the **selection and contracting of transporters, CHAs, and factory contractors**. Manage budget for stores & raw materials. Ensured procurement at the best price and maintained payments within budget.

## EDUCATION

Post Graduate Diploma in Management (Finance)

from School of Management Sciences, Varanasi in 2008.

B. Tech (Computer Science & Engineering) from MCKVIE, WBUT, Kolkata in 2005.

PERSONAL DETAILS

Date of Birth: 15<sup>th</sup> Apr 1982  
Languages Known: English, Hindi and Bengali

HOBBIES

Blogs, YouTube Videos, Digital Marketing, SEO etc.

LAST CTC

20.00 lacs /Annum ( Fixed )

NOTICE PERIOD

3 Months

REFERENCES

- 1) Mr Ajai Uppal (Ex-President, B K Birla Group) - (My Former Reporting Officer) 09831097115
- 2) Mr Ajay Binani (GM Finance, JSW Steel Ltd, Mum) - (My Former Reporting Officer) 09594242000

ACHIEVEMENTS

- Achieved 97% in Mathematics in Xth Standard (West Bengal Board).
- Got 2 Promotions in 1.5 years in Ispat Industries Ltd. (MT to Asst. Manager)
- Got 4 Promotions in 6 years in my current company, Dunlop Tyres Ltd ( Manager to General Manager).

LEARNINGS AND CERTIFICATION

7 NSE Certifications on Capital Market, Derivatives Market, Commodities Market, AMFI-Mutual Fund, Corporate Governance, Surveillance in Stock Exchanges & NSDL- Depository Operations



- Factory Regulatory Compliance Follow-up: Supervise & Followup for the timely renewal of factory license, E4 certification, ISO, BIS, Rubber License, Boiler License etc.
- Property Portfolio Management: Managed a property portfolio exceeding Rs 500 crores in Kolkata, West Bengal via collaborating with over 400+ brokers & achieve maximum rental occupancy and substantial rental income.
- Royalty Agreement: sucessfully negotiated & established a royalty agreement with a renowned tyre manufacturing company for selling 2/3 wheler tyres under the Dunlop brand.
- Trademark Management: Oversaw the company's trademark-related affairs and maintained liaison with the Trademark Department in Kolkata.
- Outsourcing - Successfully established entire processes of commercial negotiations, quality assurance, certifications etc for the outsourcing of tyres from Indian entities such as ARL Tyres (Hyderabad), V K Tyres (Ghaziabad), Innovative Tyres (Baroda), Exel Rubber ( Hyderabad) etc. and foreign enterprises like Ceat (Sri Lanka), Casumina (Vietnam).
- Marketing -Proficiently Managed the Sales Team with a strong focus on Replacement Customers, OEM (Bajaj Auto Limited), Merchant Exporters and Direct Importers (Egypt, Sudan, Philippines, Guatemala, Peru etc.) Additionally, conducted several strategic visits to Dubai, Egypt and Sri Lanka to secure orders & outsourcing.
- Acquisition - Supervise the entire process for acquisition of Birla Tyres under NCLT & engaged in negotiations with PWC & Resolution Professional for plan submission & bidding process.
- HR Operations: Sourced potential candidates via LinkedIn Premium, Naukri.com & Successfully negotiated and concluded HR agreements with multiple HR consultants.

PREVIOUS EXPERIENCE

Apr'10 - May'14 : Mangalam Timber Products Limited, (B K Birla Group), Kolkata

Assistant Manager ( Accounts ) Mar'10 – Oct'12  
Deputy Manager ( Accounts ) Oct'12 – May'14

Highlights:

- Account Receivables & Commercials: Managed Customer accounts, sales accounting, debtors' aging analysis, credit/debit notes, monthly billing audits, credit limits, deposit and interest, bad debt provisioning, branch and C&F expenses, rent etc. Also assisted in finalizing commercial policies, product pricing and sales mix.
- RM & Stores Inventory Management: Regularly physical stock verification of RM & stores against SAP book stock. Ensure timely delivery and cost-effective acquisition through minimum 3 parties quotations and take management approval. Also do vendor account reconciliation & take their confirmation on a regular basis.
- Regular in-depth analysis of stock aging and non-moving items across depots & factory.
- Daily coordination with the marketing team, factory and transporters for timely dispatch of materials from the factory, SO & STO generation in SAP, Tracking Stock in transit etc.
- Production Planning: Finalized factory production plans aligned with marketing sales plans and factory & Depot stock levels & Stock in transit.

May'08-Mar'10: ISPAT Industries Limited, Mumbai

Management Trainee (Finance) May'08 – Nov'08  
Asst. Manager (Finance) Nov'09 – Mar'10

Highlights:

- Assisted in management of Bank operations & working capital limits including 250 crore Cash Credit (CC), 1850 crore L/C and 165 crore Bank Guarantees (BG).
- Manage Letter of Credit (L/C) payable operations with SBI Bank CAG Mumbai, overseeing an exposure of approximately 1000 crore.
- Prepare cash flow projections, monthly fund requirements and daywise projection of sources & application of funds (Approx Monthly 800-1000 Crs).
- Coordinate with MSTC Ltd (a Mini Ratna Govt. Company) for third-party L/Cs, facilitating the issuance and release of "Delivery Orders" to ensure seamless plant production.
- Led the development and maintenance of the SAP-LC (Letter of Credit) module for the organization.
- Prepared several MIS reports for directors, including Key Performance Indicators (KPI), Working Capital Report, Executive Summary and Daily Production, Dispatch and Stock Report.