

# HARSHIL SHAH

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## WORK EXPERIENCE

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**PAUL MASON CONSULTING INDIA PVT LIMITED (UK-Based MNC; Part of UK Operations)**  
**FINANCE MANAGER - COMMERCIAL FINANCE (PROMOTED IN JULY 23)**

*Mar 2022–Present*

- Conducted detailed **Utilization Analysis, Day's, Resources** and **Free of Charge (FOC) Analysis**, that assist in streamlining resource allocation and improved the **efficiency by 12%**.
- Conducting **Dept wise Customer Profitability Analysis**, delivering actionable insights for customer retention and discounting models and ultimately improving overall **customer profitability by 15%**.
- Developed intricate **bid models** that facilitated precise pricing strategies and **price-volume analysis**, contributing to an increased bid-to-win ratio, enhancing deal competitiveness, and revenue streams.
- Strategic financial analysis, **dissecting KPIs, trends**, and variances for informed decisions and curated operational KPIs
- Assisted in the preparation and deployment of dynamic **commercial planners** for each department, driving future forecasting based on resource projections, revenue plans, and expense forecasts with interactive dashboards and KPIs.

### FINANCE MANAGER - CONTROL FINANCE

- Successfully executed **month-end reporting** functions, and preparation/improvement of monthly **management packs**
- Preparation and consolidation of **annual budget**, collaborating with cross-functional teams to align financial plans with 5YP and organizational objectives (Reduced the **preparation time by 33%** compared to previous year)
- Analyzed financial statements of Indian and UK entities for effective **consolidation** and improved the Group's consolidation reporting function. Also, **traveled to UK** for carrying out the handover of the same.
- Monitor financial performance against targets, conduct **quarterly reviews** and **variance analyses**, pinpointing trends, performance drivers and deviations to guide timely corrective actions, resulting in a **20%** reduction in budget variances.
- Financial analysis, achieving **10% operational cost reduction** by identifying inefficiencies and proposing improvement
- Maintained knowledge **of statutory compliances**, reconciled balance sheet accounts, and support to Finance Controller

**K. C. MEHTA AND COMPANY**  
**ARTICLED ASSISTANT**

*Aug 2018–Aug 2021*

### INTERNATIONAL TAXATION AND TRANSFER PRICING

- Identifying **comparable companies** and preparing its database by summarizing its financial statements, providing key ratios, ascertaining **EBITDA multiple** using Prowess software.
- Prepared **Master file, CBCR** and assisted in Compliance by filing forms (**15CA-CB, 3CEB**), **Transfer Pricing audit** and preparation of TP Documentation, enhancing overall compliance **accuracy by 8%**.
- Benchmarking for **Related Party Transaction** to identify comparable companies for various international transactions.

### AUDIT AND ASSURANCE

- Managed **Statutory Audit, Tax Audit** and finalizing **Annual Report** of various companies including listed companies in Manufacturing, Oil & Gas, Investment, and Engineering sector, contributing to a **15% reduction** in audit discrepancies.
- Core team member for the statutory audit of highest turnover generating company in India, involved in oil and gas industry having an annual turnover exceeding **113.20 billion USD**.
- Reviewed processes and its internal controls applied analytical procedures, and prepared work papers. Assisted in Companies Act compliance, filing forms, XBRL financial statements, and conducted physical audits of inventory & assets.

### TRANSACTION ADVISORY

- Executed **Tax due diligence** assignments with respect to secondary sale of shares (from seller perspective) using historical and current financial statements.
- Conducted research on **Income Tax law sections**, analyzed case laws and updating the clients on latest issues, circulars and amendments, contributing to a **10% reduction in tax liabilities** for a client.

**FINZURE INVESTMENTS AND SERVICES**  
**BUSINESS DEVELOPMENT MANAGER**

*Nov 2021–Feb 2022*

- Developed policies & plans for efficient customer handling & acquisition, business development, paid-plans subscription, and PMS services. Administered their tax and accounting requirements ensuring **100% compliance**.
- Back testing strategies based on past trends and developed few **trading models** with **accuracy of 75-80-%**.

## EDUCATION AND TECHNICAL SKILLS

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### INSTITUTE OF CHARTERED ACCOUNTANTS, INDIA

Chartered Accountant (CA) – Achieved a City Rank in the First level of CA Examinations

Jun 2017 – Feb 2022

### MAHARAJA SAYAJIRAO UNIVERSITY, INDIA

Bachelor of Commerce in Accounting & Finance – Graduated with Distinction

Aug 2017 – May 2020

### TOOLS AND TECHNOLOGIES

SAGE 200, SAP ERP, Tally ERP, Power BI, Trading View, Microsoft Excel, Word, and PowerPoint

## ACHIEVEMENTS AND POSITIONS OF RESPONSIBILITY

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- **Extra Miles and Player of the Month Awards** by the CEO for managing the busiest time of the year within Finance (Budgeting, Systems Upgrade and Period End Reporting) and for consistently surpassing expectations *Apr'23*
- Managed and mentored a **direct report**, fostering professional growth and inclusive environment *22-23*
- Independently **led the audit team** for various audit assignments and trained other junior colleagues *19-20*
- Served as **House Captain** demonstrating exceptional leadership skills, overseeing a diverse team of students *16-17*
- Co-author of an **article on tax sutra** "Taxation Laws (Amendment) Bill vis-a-vis Ordinance" *Dec'19*
- Achieved **Top 5% Ranking** in Inter-City Business Tournament - BBA Baazigar 2016 *Oct'16*

## PROJECTS

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- **UK Travel for Strategic Assignment:** Led fiscal year consolidation, conducted in-person stakeholder meetings, seamless handover of responsibilities from senior leadership, and implementing process improvements. *May'23*
- **Accounting System Upgrade (Sage 200):** Led cross-functional team of 9 employees for accounting software upgrade, resulting in **20% increase in timeliness** of financial reporting for UK operations. *Feb'23*
- **Month-End Reporting Automation:** Streamlined reporting process, reduce report generation time by **80%**, **saving** 8-10 hours per cycle. Enabling analysis by department, expense heads, and revenue by product. *May'22*
- **Cash and Capex Forecasting:** Revamped forecasting processes, facilitating efficient control, and stakeholder review sessions for enhanced cash flow and Capex tracking *Jul'22*
- **Normalized GM Analysis:** Development of a comprehensive Analysis tool factoring the impact of FX rates and other variables on the GM % providing crucial insights into performance. *Oct'22*
- **Dynamic tax calculation template:** Analyzed recent taxation amendments (115BAA), facilitating corporate decision-making with most advantageous tax options, optimal timing for transition and their benefits. *Oct'19*
- **Comprehensive process Docs:** Seamless onboarding and succession planning through accessible references. *Dec'22*
- **Finance Business Continuity Plan (BCP):** Crafted comprehensive BCP outlining critical functions, tools, and impact assessments. Detailed framework with resource requirements, risk matrix, mitigation strategies, and an emergency response checklist *Apr'23*
- **Crafting of a Solvency Register:** Empowered credit decisions by evaluating prospective client's cash-paying capabilities, mitigating bankruptcy risks, and enhancing debt recovery strategies *Jul'23*