

Haresh Bhawnani

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EXECUTIVE SUMMARY

Result-oriented and self-driven Chartered Accountant, having close to 15 years of rich & insightful industry experience. Areas of experience include Debt syndication, Accounting, Fund Raising, Fund Management, Credit assessment, Credit Analysis, Credit rating, Fund management, MIS and Banking Relations management. In-depth expertise in handling channel partners and strategic alliances, while co-driving initiatives to drive sales and at the same time work towards improving the credit portfolio with stringent assessment mechanism in place to determine creditworthiness of prospective clients. Credit Risk expert, with an eye for detail, analytical bent of mind and a will to learn, evolve and excel.

CORE SKILLS



ACADEMICS / PROFESSIONAL DEVELOPMENT PROGRAMS

- Post Graduate Diploma in Investment Banking from ICAI University (2008)
- Chartered Accountant from ICAI (2006)
- MBA (Finance) from NIBM (2006)
- Diploma in Financial Management (Prin L.N. Welingkar's College) (2006)
- Diploma in Import Export management (Prin L.N. Welingkar's College) (2006)
- Certificate Courses on Derivatives and Capital Markets from The Bombay Stock Exchange Training Institute Ltd., Mumbai
- B. Com. from Mumbai University

PROFESSIONAL EXPERIENCE

Volkswagen Finance Pvt. Ltd.

Jul 17-Dec 20

Oct 19- Dec 20: Associate Senior Manager – Dealer Remuneration – Sales Steering

Shouldering end-to-end responsibility of planning, managing and overseeing seamless execution of Dealer Remuneration programs to augment Retail penetration in most efficient manner. Handling entire budgeting, planning, reviews, MIS, performance dashboards, stakeholder reporting of overall Dealer and brand performance. Leveraging expertise in channel finance for highly effective business presentations with focus on critical business aspects such as TAT, delinquency, approval/ rejection trend, PDD management and others. History of factoring in competitive intelligence, industry expertise and market trends to design the Dealer remuneration policy, obtaining approvals of the relevant stake holders and implementing the same. Also, overall custodian for all dealer remuneration pay-outs on hold and releasing the same based on sales recommendation and management approval. Engaging with the Sales team to address queries pertaining to dealer remuneration programs.

- Implemented new processes to streamline the dealer remuneration programs
- Resolved 95% queries pertaining to dealer remuneration programs in 1 day against agreed TAT of 3 working days

Jul 17- Oct 19: Manager - Credit Assessment

Responsible for processing wholesale credit applications (new and renewals) as per the policy and procedures, while ensuring that consistently high standards and highly efficient process are adhered and adopted in credit team, so as to improve the TAT (Turnaround Time) and control operational risk. Responsible for intensified and problem loan management (ILM/PLM) borrowers: propose risk mitigation measures and/or restructuring plans. Accountable for strict adherence to Credit policy; oversee submission of documentation as per the standard guidelines; ensure KYC norms are followed and periodic audit takes place as planned. Play a pivotal role in designing & driving initiatives towards operational excellence as well as process improvement. Train & enable all stakeholders on process and policy. Coordinate between VWFPL and department Marktfolge Germany.

- Enhanced ratings of 50% of allocated dealers (25% of the ILM dealers) by making dealerships infuse equity & have fiscal discipline
- Structured and sanctioned the highest LAP in the company's portfolio of INR 250 mn to a dealership based in Western India
- Completed the highest number of applications in the entire team

Mahindra & Mahindra Ltd

Apr 14- Jul 17

Manager - Channel Finance

Recommend secured credit for sanction basis detailed credit assessment of the dealer. Independently handling entire secured credit portfolio including credit documentation. Control the month-end unsecured credit to dealers in consultation with the senior management to maximize volumes. Pivotal in risk mitigation strategies; monitoring financial health of the dealers and ensure timely

collection of outstanding loans. Review Credit Policy changes and the necessary Bank Guarantee documentation. Collaborate with the dealers and partner in strategic measures to enhance dealer margins & profitability, in order to strengthen engagement levels with active support in planning fund requirement for Channel Partners. Work on enhancing, automating and implementing system upgrades to support growing business requirement.

- Invoked Bank Guarantees valued about INR 500 mn reducing exposure of delinquent dealers
- Published new MIS of monthly unsecured default data that reduced monthly default by an average INR 10 mn
- Completed credit reports of 35 dealers as compared to the target of 25 dealers

Portfolio Financial Services Ltd

Jan 12- Apr 14

Senior Manager- Corporate Finance

Assess proposals on working capital, Term loans, Presentation to the Management for sanctions / approvals and handle entire documentation. Forge partnerships with leading banks and handle engagement with key customers. Handle bank liaison, ensure TAT, monitor recovery and assess creditworthiness of customers.

- Handled the Directors prop book for currency derivate in addition to the other normal bank processing responsibilities
- Recruited and managed a team of fresh MBAs for business development, generated leads and attended business meetings to convert potential business to mandates. Developed 5 new clients every month translating to INR 10 mn in revenue
- Raised funds for Real estate projects – INR 500 mn, Hospitality projects – INR 400 mn, Shipping Industry – INR 350 mn , Infra projects - – INR 300 mn and Road projects – INR 250 mn

Emkay Global Financial Services Ltd

Jun 10- Jan 12

Credit Analyst – Debt Syndication

Gathered client requirements, review proposals, play a key role in key structuring, liaise with bankers and handle disbursement. Monitored client performance, prepare periodic MIS and handle entire documentation across the entire process.

- Developed banking relationship with almost 15 new private and nationalized banks at various levels
- Additionally, handled business development and contributed significantly to the numbers

CRISIL Ltd. (A Standard and Poor's Company)

Apr 07- Jun 10

Credit Analyst

Handled the credit rating of various kinds of bonds / Commercial Paper (CP) for corporates and government entities. Prepared Market Data, Peer Analysis (using Credit Scope reports) & Cash flow Forecasts. Conducted economic data analysis on various parameters like income and wealth levels from sources like Economic Data Survey (EDS website). Analyse financial data of entities and executed Financial analysis of Balance Sheet, Cash flow Statement, Notes to Financial Accounts and evaluation of financial ratios. Drafted credit research reports; determined internal ratings for new issues by previously unrated entities and delivered credit rating presentations.

Major Projects:

- State Ballot Initiatives Project - An online project which involved analysis of the various ballot initiatives proposed by the states
- Investment Guidelines Project - Focused on the study of the various types of financial instruments in which governmental entities could invest their funds
- Electric Utilities Project – A cross comparison study amongst various electricity generating entities
- Knowledge management – Aimed at creating a knowledge repository which involves preparing and updating the knowledge & process manuals for rating new types of bonds on an ongoing basis

Key Accomplishments:

- Won the ACE Award from Standard's and Poor's for outstanding contribution
- Successfully completed over 350 credit reports and 150 credit estimates
- Completed a Six Sigma project which reduced the errors in data and the turnaround time of a credit reports thereby resulting in substantial time savings and increase in productivity

Parfums Nabeel International Private Ltd

Nov 06- Apr 07

Manager- Finance & Accounts

Led a team of Accountants and shouldered responsibility for MIS, Internal Control & Accounting processes along with Accounts receivables.

- Develop & maintain MIS systems for review by the board of directors encompassing receivables management, Monthly budgets, Zonal and Total Profitability statements, Daily cash statements
- Liaise with Auditors and other Consultants.
- Handle the recovery of old out standings and reconciliation of accounts of disputed debts

Emkay's Enterprises

Aug 05- Sep 06

Accounts Manager

Managed a team to maintain daily accounts; handle the entire reporting & documentation and ensured timely tax filing of the firms as well as partners.

- Ensure optimum utilisation of available funds

- Prepare bank reconciliation statements.
- Handle the finalisation of partnership accounts.
- Prepare the personal balance-sheet of the partners

K Shyam & Co.

Aug 99- Jul 05/Aug 96- Aug 99

Audit & Accounts Assistant/ Article Assistant

Gained hands on experience in handling statutory audits & finalizing accounts for various public limited companies along with myriad other core Finance & Accounting operations.

- Prepare tax audit reports for companies in the Manufacturing, Hospitality Industry, etc.
- Handle Day to day accounting of high net worth individuals up to finalisation
- Review the monthly age-wise receivable statements of various clients submitted to the banks
- Scrutinize the export documentation to be submitted to the banks
- Prepare tax returns for individuals
- Statutory compliance of TDS and deposit thereof
- File annual returns of TDS
- Prepare agendas, notices, and minutes of Board and Annual General Meetings for clients
- File annual returns under the Companies Act

COMPUTER SKILLS

|Advances Excel – ICAI Mumbai| ERP software worked on: SAP & Tally| Computer data bases like Capital line, Bloomberg and factiva |