

Sailesh Raghunathan

Lead Analyst – FP&A | Financial Planning · Forecasting · Management Reporting

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8+ Years Experience	8% ↓ Fuel Cost/Employee	6% ↓ Transport Spend	7% ↓ Medical Exp/Employee	\$5M OpEx Optimised	33% FP&A Headcount Saved	0.86M INR Fraud Evasion
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PROFESSIONAL SUMMARY

Results-driven **Lead Analyst – FP&A** with **8+ years** of progressive finance experience across India, the Gulf, and the US market — spanning Big-4 audit, e-commerce, facility management, and a US-listed HVAC multinational. Proven track record in annual budgeting, rolling forecasts, variance analysis, capex evaluation, and executive management reporting. Adept at translating complex financial data into actionable insights for C-suite stakeholders. Currently pursuing ACCA; solid foundation in Indian GAAP and IFRS. Seeking a senior FP&A or Finance Manager role where strategic financial leadership creates tangible business value.

CORE COMPETENCIES

Strategic FP&A	Annual Budgeting & Forecasting	Variance Analysis (MTD/YTD)	Management Reporting & Decks
Cost Control & Optimisation	Capex Evaluation	ERP & Advanced Excel	Financial Modelling
IFRS / Indian GAAP	Risk Assessment	PO Approval & Spend Control	Audit & Internal Controls
Inventory & Costing	Cross-functional Stakeholder Mgmt	Workflow Optimisation	Standard Costing & Pricing

PROFESSIONAL EXPERIENCE

Lead Analyst – FP&A

May 2023 – Present

Lennox India Technology Center | Chennai, India

US-listed Fortune 500 HVAC Manufacturer (~\$4B Revenue)

- Spearheaded enterprise-wide **annual budget cycle** — consolidated requirements from all business units, performed scenario analysis, and delivered board-ready budget packs on time.
- Drive **monthly rolling forecasts** across all business segments, ensuring alignment with strategic targets and identifying risks/opportunities early.
- Sole approver** for organisation-wide purchase orders, enforcing budget governance and controlling discretionary spend.
- Authored and presented **MTD/YTD variance analysis** reports to top leadership, translating data trends into clear business narratives.
- Produced **management reporting decks** and operating reviews for multiple global and local stakeholders.
- Delivered a **\$5M OpEx reduction** through rigorous budget optimisation and cost rationalisation initiatives, directly strengthening corporate performance during a challenging growth environment.
- Drove **end-to-end process automation** across key FP&A workflows, eliminating the equivalent of one full headcount from a three-person team and significantly improving throughput and reporting accuracy.
- Provided detailed **financial modelling** for multi-million-dollar Capex decisions, enabling better supplier negotiations and procurement outcomes.

Financial Analyst

May 2021 – May 2023

OJ Commerce | Chennai, India

US-based E-commerce Company – Furnishing & Home Décor

- Built the company's **complete accounting infrastructure from scratch** — designed chart of accounts, journal workflows, and financial statements end-to-end.
- Implemented an **integrated inventory management system** with automated journal postings, improving accuracy and reducing reconciliation time.

- Developed **revenue, profitability, and expense forecast models** using advanced spreadsheet analytics and trend identification.
- Optimised **pricing strategy** for in-house product lines using standard costing, contribution analysis, and market price-sensitivity modelling across geographies.

Accounts Officer

Feb 2020 – Jul 2020

Al Naba Services LLC | Muscat, Oman

Facilities Management Organisation – 14,000+ Workforce

- Redesigned transport logistics model, cutting **per-employee fuel cost by 8%** and **total transportation spend by 6%** through route optimisation.
- Led **Covid-19 emergency expense management programme**, delivering critical per-employee cost savings under tight operational constraints.
- Negotiated with new medical service providers, achieving a **7% reduction** in per-employee medical expenditure.

Executive – Assurance (Audit)

Apr 2017 – Feb 2020

BSR & Co. LLP (KPMG) | Chennai, India

Big-4 Assurance Practice

- Audited financial statements under **Indian GAAP and IFRS** for marquee clients: Unilever, Hyundai Group, Britannia, GE, ANZ.
- Delivered agreed-upon procedures for **48 Unilever Group entities** on behalf of KPMG global counterparts — completed within 7 days.
- Conducted **end-to-end audit engagements**: business-process walkthroughs, risk assessment, audit plan, fieldwork execution, and quality sign-off.

Articled Assistant

Apr 2016 – Apr 2017

RGN Price & Co. | Chennai, India

- Performed internal audit on treasury and statutory dues for a cement manufacturer; identified control gaps and recommended mitigating controls.
- Uncovered **fraudulent licence procurement transactions** at a hospitality client — detailed report led to INR 0.86M fraud evasion.
- Conducted statutory audit across Revenue, PPE, and Payroll & Compensation captions.

EDUCATION & PROFESSIONAL QUALIFICATIONS

ACCA – Association of Chartered Certified Accountants	In Progress	Jan 2021 – Present
CA – Intermediate (ICAI)	Completed	Jun 2012 – Feb 2017

TOOLS & TECHNOLOGY

Finance / ERP	SAP, Oracle, QuickBooks, Tally ERP
Planning Tools	Anaplan, Adaptive Insights, Hyperion (Exposure)
Productivity	Advanced MS Excel (VLOOKUP, Pivot, Macros), PowerPoint, Power BI
Reporting	MIS Dashboards, Management Decks, Board Pack Preparation
Standards	Indian GAAP, IFRS, IAS

INTERESTS

Travel

Music

Cooking

Badminton