

SANJAY ADLAKHA

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PROFESSIONAL OVERVIEW

- A finance professional with thirteen years of training experience and eight years of research and consulting experience
- Successful history of managing, facilitating, coaching, and training management students
- Extensive experience in curriculum design, delivery and conducting workshops at various corporate houses

CAREER GRAPH

XIM University

Visiting Faculty

Subjects handled include Financial management and Corporate Finance

Zetica Institute of Finance & Investment (P) Ltd. Director Aug'10 – Till Date

- ✓ Prepare Profit Loss Account and finalize balance sheets for business firms.
- ✓ Prepare projected P&L and balance Sheets for bank purpose.
- ✓ Prepare the cash flow statement for the firm for internal use and decision making.
- ✓ Handled tax compliances for my clients.
- ✓ Good understanding of US GAAP.
- ✓ Trained students in IFRS.
- ✓ Conducted Financial Statement Analysis.
- ✓ Prepared students in Financial Modeling.
- ✓ Advanced Excel training.
- ✓ Imparted knowledge in Valuation, Financial Accounting.
- ✓ Conducted sessions in preparing Investment reports, Comps and Credit Models.

ICFAI Business School, Bhubaneswar

Faculty (Finance)

Dec'08 – Jul'10

- ✓ Imparted knowledge in subjects such as Financial Management, Financial Accounting, Investment Banking, Financial Risk Management and Project Management etc.
- ✓ Added value and contributed to the central knowledge resource by means of case studies, subject matter and question banks.

Krupajal Business School, Bhubaneswar

Faculty (Finance)

Aug'08 – Nov'08

Subjects handled include Accounting, Financial Institutions, Market & Services.

Transparent Value Private Ltd, Mumbai

Assistant Manager

Aug'05-Apr'07

- ✓ Worked on the Proprietary **Valuation** Model using **Reverse DCF** methodology for carrying out research activities.
- ✓ Involved in Revenue Mapping of US companies.
- ✓ Conducted Scenario analysis and wrote investment reports.

Magnus School of Business, Bhubaneswar

Academic Head

Jul'03-Jul'05

- ✓ Built corporate relations and developed industrial tie-ups for corporate training and management consulting.
- ✓ Imparted knowledge in subjects such as Financial Management, Financial Accounting and Project Management etc.
- ✓ Handled a team of five persons for the various projects undertaken.
- ✓ Added value and contributed to the central knowledge resource by means of case studies, subject matter and question banks.

Lakshmi Precision Screws Ltd., Rohtak

Executive Assistant to CMD

Dec'01-Dec'02

- ✓ Prepared Financial Projections.

- ✓ Conducted Feasibility Studies.
- ✓ Conducted **Financial Analysis** and Data analysis to assist the management in improved decision making so as to reduce costs and improve profitability.
- ✓ Prepared Cash Flow Statements.
- ✓ Interacted with various functional heads/GM/AVP/P for information/ reports etc and their follow up.
- ✓ Studied the existing systems and procedures in various areas and recommended for improvement.
- ✓ Analysed information needs at various hierarchical levels and design appropriate Management Information Systems for efficient feedback and control.

Freelancer

Dec'00-Sep'01

- ✓ Conducted auditing of Financial Statements.
- ✓ Assisted the company in complying with financial reports and other Corporate Documents necessary for the Due Diligence exercise.
- ✓ Enabled the company in putting in place Systems and processes for Financial Reporting and enhanced decision making.

PricewaterhouseCoopers, Bhubaneswar

Consultant

Jun'98-Oct'00

- ✓ Worked as a Consultant with PricewaterhouseCoopers in the Orissa Power Sector Reform Project. This was a BPR exercise with the objective of Privatization and the objective was achieved using the "**Change Management Methodology**" of PricewaterhouseCoopers. The client was the GRID Corporation of Orissa (GRIDCO) the erstwhile Orissa State Electricity Board.
- ✓ Worked with GRIDCO officials.
- ✓ Identified the client's needs and defined their problem areas based on field study and Data Analysis.
- ✓ Formulated Business Action Plans targeting the client's needs centered on issues related to Revenue Improvement.
- ✓ Prepared Budgets, Financial Forecasts and financial reports.
- ✓ Conducted financial statement analysis, variance analysis, aged debtor analysis, billing analysis for enhanced decision making.
- ✓ Coordinated a team of around 10 members and delegating authority for efficient workflow.
- ✓ Assisted the client in its daily activities to facilitate the Implementation of Business Process drafted at the planning stage.
- ✓ Prepared client presentations and also made presentations on behalf of the respective zone.
- ✓ Increased the revenue by Rs. 44 lakhs of a zone.

S.N. Adlakha & Co., Bhubaneswar

Consultant

Jun'97-May'98

- ✓ Analysed Financial Statements and interpreted financial ratios and other related data to facilitate the process of decision-making.
- ✓ Prepared loan schedules.
- ✓ Conducted capital budgeting appraisal for plant and machinery.

ACADEMIA

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| PGDBA (Finance) | ICFAI, Hyderabad | 1997 |
| Chartered Financial Analyst (CFA) | ICFAI, Hyderabad | 1997 |
| B.E (Mechanical) | UtkalUniversity, Bhubaneswar | 1995 |

PERSONAL VITAE

Date of Birth : 8th December 1971
 Permanent Address : Plot No: 39, Ground Floor, Sahid Nagar,
 Bhubaneswar-751007 (Orissa)
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