



# SUDEEP SAXENA

Management  
Accountant

## Contact

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## Skills

Budgeting



Strategic planning



Financial Management



Financial administration



Stakeholder communication



A Self Motivated Professional with ample experience in the Financial Industry at top level, with a success driven approach. The detailed knowledge about the Blockchain, Crypto & Web3 space with a combination of Financial & Economic skills is an added advantage.

## Work History

2021-07 -  
Current

### Co-Founder

*Coin Gabbar, Indore*

- Developed key operational initiatives to drive and maintain substantial business growth.
- Aligned organizational objectives with company mission to increase business growth and integrate work strategies.
- Established foundational processes for business operations.
- Conducted target market research to scope out industry competition and identify advantageous trends.
- Developed marketing materials and campaigns to boost brand awareness and customer engagement.
- Conducted target market research to discover customer needs and analyze competitor trends.
- Recruited, interviewed and hired new staff members and developed training materials for employees.
- Networked with other businesses and customers to increase sales opportunities and contacts.
- Identified business development challenges and customer concerns for proactive resolution.
- Formed senior leadership team through rigorous interviews and extensive candidate research.
- Established and administered annual budget with controls to prevent overages, minimize burn rate, and support sustainability objectives.
- Managed financial operations and investments to maximize profits and minimize costs.
- Managing Investor Relationships for Coin Gabbar
- Preparation of Accounts and presentation of the same to Board

2020-02 -  
2023-09

### Independent Director

*Shanti Overseas Ltd., Indore*

Advanced

Negotiation

Upper intermediate

## Languages

Hindi

Advanced

English

Advanced

2010-08 -  
2021-07

- Independent Member of the Board of Directors
- Necessary Roles as a Member of the Audit Committee
- Necessary Roles as a Member of the Investors Relationship Committee
- Overseeing Investor Relations
- Ensuring that the requisite data and details of the Organization are prepared, compiled and presented to the Investors in a Timely & Transparent Manner
- Ensuring that the interest of the Investors are held at utmost priority
- Designing, Implementing and Managing Financial Strategies to maximise returns to both the Company & the Investors

## CEO

*SPARK & Associates, Indore*

- Managed partnerships and strategic business relationships by negotiating contract terms and handling conflicts.
- Cultivated forward-thinking, inclusive, and performance-oriented business culture to lead industry in innovation and push progress.
- Finding Optimum Investment Opportunities for the clients with Financial Institutions and other Investors
- Maintenance of Investor Relations with the Investors on behalf of the clients
- Developed key operational initiatives to drive and maintain substantial business growth.
- During my tenure, the Organization grew from an unranked Firm to one of the top 50 rated CA Firms of India
- Built productive relationships with industry partners and competitors to support strategic business objectives.
- Collaborated with legal, accounting and other professional teams to review and maintain compliance with regulations.
- Devised and presented business plans and forecasts to board of directors.
- Oversaw business-wide changes to modernize procedures and organization.

- Maintained P&L and shouldered corporate fiscal responsibility.
- Created succession plans to provide continuity of operations during leadership transitions.
- Developed innovative sales and marketing strategies to facilitate business expansion.
- Established and maintained strong relationships with customers, vendors and strategic partners.
- Represented organization at industry conferences and events.
- Updated business processes, products and team makeups to generate more business opportunities and cater to audience needs.
- Identified new revenue generation opportunities to maximize bottom-line profitability.

2007-05 -  
2010-08

### **Manager**

*SBI Life Insurance Co. Ltd., Bhopal*

- Accomplished multiple tasks within established timeframes.
- Streamlined and monitored quality programs to alleviate overdue compliance activities.
- Maintained professional demeanor by staying calm when addressing unhappy or angry customers.
- Established team priorities, maintained schedules and monitored performance.
- Set aggressive targets for employees to drive company success and strengthen motivation.
- Established performance goals for employees and provided feedback on methods for reaching those milestones.
- Leveraged data and analytics to make informed decisions and drive business improvements.
- Managed delivery while reducing the TAT from 7 to 4 days

2003-07 -  
2005-05

### **Manager-Accounts & Finance**

*Raju's Colonising & Construction Pvt. Ltd., Bhopal*

- Maximized performance by monitoring daily activities and mentoring team members.
- Controlled costs to keep business operating within budget and increase profits.
- Developed and implemented business strategies

- to achieve business goals and stay competitive.
- Maintenance of Accounting Department
- Financial Decision Making with an intent to ensure long term growth of the organization
- Negotiating with Banks & Financial Institutions for various purposes
- Preparation of the Annual Accounts and presentation of the same to the Board

2001-07 -  
2003-06

## **Executive - Operations**

*ICICI Bank Ltd., Bhopal*

- Applied excellent problem-solving, process development, and strategic implementation skills to lead and support all areas of operations.
- Built and strengthened relationships across functional leadership areas to keep revenue development and operational plans interconnected and effective.
- Strategically coordinated operations according to objectives and capabilities, effectively allocating resources to meet demands
- Set clear goals to monitor targets and offered real-time input on performance and motivation.
- Performed statistical analyses to gather data for operational and forecast team needs.
- Implemented process improvement to shape organizational culture, optimize procedures for higher efficiency and help company evolve and grow.
- Efficiently and effectively identified and solved all problems that impacted direction of business.

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## **Education**

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2006-05 -  
2009-08

### **Management Accountant: Management Accounting, Cost Accounting**

*The Institute of Cost Accountants of India - New Delhi*

2005-07 -  
2007-05

### **MBA: Finance**

*International Institute of Professional Studies - Indore*

2001-07 -  
2003-07

### **Masters in Commerce: Accounting And Finance**

1997-07 -  
2000-06

*Barkatullah University - Bhopal*

## **Bachelors in Commerce: Accounting And Finance**

*Barkatullah University - Bhopal*

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### **Affiliations**

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- Fellow Member of The Institute of Cost Accountants of India
- Member of the Institute of Independent Directors

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### **Interests**

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Music

Technology

Badminton