



NITESH JOSHI

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SUMMARY

Finance professional with 10+ years of experience and proven expertise in Accounts Receivable, Payables, Cash Flow Management, Budgeting, and Compliance. Successfully managed a portfolio of 100+ clients and processed over 1,500 monthly invoices, contributing to an annual turnover of ₹1,100 Cr. Streamlined AR cycles to improve liquidity and led end-to-end payables, employee reimbursements, and vendor payments. Skilled in cash flow forecasting, working capital optimization, and P&L analysis across projects and verticals. Well-versed in GST and TDS compliance, including reconciliation with Form 26AS and GSTR-2B. Recognized for driving cross-functional teams, implementing process improvements, and supporting strategic financial planning.

SKILLS

- TDS and 26-AS reconciliations
- Cash flow reporting and analysis
- Profit and loss reporting and analysis
- Budgeting and forecasting
- Working capital management
- Accounts receivable management
- Accounts payable management
- Vendor management
- Margin and variance analysis
- Financial analysis and planning
- Bank reconciliations
- Inter-company reconciliations
- Revenue management
- Team leadership
- Process automation

EXPERIENCE

Head of Finance Operations / Love In Store Tech.Pvt Ltd (Promoted from Fin-ops Manager to Head of Fin-ops in Jan 2023) *05/2021 - Current*

Accounts Receivable & Revenue Management :

- Managed a diverse portfolio of over 100 FMCG clients, handling more than 1,500 invoices monthly, and supporting an annual turnover of ₹1,200 crore by ensuring timely and accurate billing and collections.
- Led the full Accounts Receivable cycle, including sending detailed aging reports to clients, performing follow-ups for overdue invoices, and applying payments as per remittance advice to maintain up-to-date ledgers.
- Improved company liquidity and reduced DSO (Days Sales Outstanding) by streamlining AR processes, analyzing unapplied payments, and resolving billing and payment disputes in collaboration with cross-functional teams.
- Maintained comprehensive records of all collection activities, generated reports on outstanding receivables and unapplied funds, and ensured timely escalation of disputes and discrepancies to drive faster resolutions.

Accounts Payable and Reimbursements:

- Managed end-to-end accounts payable, including direct and indirect expenses, ensuring timely, accurate processing, and compliance with company policies.
- Processed vendor invoices in SAP using 2-way and 3-way matching, and maintained up-to-date vendor ledgers, aligned with bank reconciliations.
- Implemented automation tools to eliminate manual work, reduce discrepancies, and establish a clear audit trail for all expenses and payments.

- Educated vendors on internal processes related to POs, invoices, required documentation, and payment cycles to improve compliance, and ensure timely disbursements.
- Oversaw employee reimbursements and developed internal controls for vendor payments to ensure timely payouts, policy adherence, and approval workflow compliance.

Cash Flow and Working Capital Analysis:

- Monitored and managed operating and investing cash flows to maintain financial stability and support business continuity.
- Improved working capital efficiency by optimizing the receivables and payables cycles, resulting in better liquidity, and reduced cash gaps.
- Suggested strategic deployment of free cash flow, identifying investment opportunities that align with business goals and enhance return on capital.
- Implemented early payment discount programs to incentivize timely collections, and accelerate cash inflows from customers.
- Strengthened invoicing and collection processes, introduced invoice financing where required, and reduced debtor days through proactive tracking and follow-up.

Budgeting & Forecasting:

- Designed and implemented annual budgets in collaboration with department heads to align expenses with strategic goals.
- Provided financial forecasts and periodic reviews to help departments monitor and control spending effectively.

Profit & Loss Statement Management:

- Prepared comprehensive Profit and Loss (P&L) statements at both project and business vertical levels, enabling visibility into revenue, cost structures, and segment-wise profitability.
- Conducted a detailed financial analysis, including Gross Margin, EBITDA trends, to evaluate operational efficiency and overall financial health.
- Performed monthly, quarterly, and annual growth analysis by comparing historical performance with budgeted numbers, identifying deviations, and highlighting key financial drivers.
- Provided actionable financial insights to senior management, enabling cost optimization, pricing strategy refinement, and effective resource allocation.

GST & TDS Compliance

- Ensured accurate and timely compliance with GST and TDS regulations, minimizing the risk of penalties or notices.
- Handled TDS reconciliation with Form 26AS, and GST reconciliation with GSTR-2B for accurate reporting and filing.

Reconciliations

- Led project-wise and client-wise reconciliations, including inter-company vendor reconciliations.
- Bank reconciliations, transactions based on other complex reconciliations based upon clients' requirements.

Other Key Areas:

- **Team Management:** Mentored and led finance team members to achieve process excellence and meet deadlines.
- **Cross-Functional Coordination:** Collaborated with Sales, Operations, HR, and Legal teams to align financial operations with business goals.
- **Process Improvement:** Identified gaps and implemented enhancements in financial processes for better efficiency and control.

Senior Finance Executive / Reckitt Benckiser Ltd

06/2019 - 04/2021

Finance and Accounting Operations:

- Reconciled daily transactions across Paytm, Razorpay, and COD platforms, ensuring 100% accuracy, and timely variance resolution.
- Prepared weekly/monthly bank reconciliation statements (BRS) to identify variances between the cashbook and

the passbook.

- Maintained the IMS sheet daily, and prepared Purchase Orders (POs) for billing new stock purchases.
- Tracked vendor advances and ensured timely settlement or adjustment against future bills.

Accounts Payable and Vendor Management:

- Ensured timely submission and processing of vendor invoices for logistics, fulfillment, and gateway services.
- Handled weekly vendor payments, matching invoices with POs, and supporting documents as per defined TAT (Turnaround Time).
- Processed monthly OPEX claims of vendors, and ensured accurate booking and compliance.

Accounts Receivable and Refunds.

- Maintained weekly AR reports, followed up with vendors for payments, passed journal entries, and provided aging analysis.
- Conducted monthly analysis of customer refunds to identify trends, and ensure reconciliation with internal systems.

Taxation & Statutory Compliance:

- Ensured full compliance with GST rules and regulations, including e-way bill generation, and APOB creation.
- Deposited monthly TDS, and filed quarterly e-TDS returns in line with statutory timelines.
- Monitored and ensured compliance with all applicable tax and statutory requirements.

Cash Flow & Inventory Management:

- Prepared monthly cash flow reports, and tracked company liquidity.
- Conducted inventory forecasting, and flagged potential risks or opportunities to management.
- Financial Reporting and Analysis
- Prepared monthly income statements to analyze trends in net profit and business performance.
- Generated reports to support strategic financial planning and assist cross-functional teams with decision-making.

Head Cashier & Executive of Accounts / Shoppers Stop Ltd

03/2015 - 06/2019

Sales Reporting & Daily Operations :

- Prepared daily sales reports, analyzing performance data to aid management decision-making.
- Maintained and reconciled daily banking entries, including credit card reconciliation.
- Led the item void and bill void reporting process, ensuring accuracy and fraud prevention on a daily basis.

Cash Management and Cashiering:

- Led and supervised a team of cashiers, identified operational issues, and implemented corrective actions.
- Managed and reconciled daily petty cash, imprest cash, sales cash, and forex cash transactions.
- Conducted credit card reconciliation daily, tracked chargebacks, and maintained a credit card register batch-wise to verify commissions deducted by banks.

Inventory & Fixed Asset Management

- Handled the Perpetual Inventory Control System (PICS), reconciling physical vs. System stock regularly.
- Generated PICS shrinkage summary reports and identified discrepancies for corrective action.
- Maintained the Store Fixed Assets Register in compliance with the Companies Act of 2013.

Audit & Internal Controls :

- Conducted quarterly internal audits, ensuring process compliance, and identifying areas for improvement.
- Managed inter-unit reconciliations, and reviewed controls around revenue and expense transactions.

Accounts Receivable & Payable

- Maintained AR/AP ledgers, followed up with customers for collections, and ensured timely payments to vendors.
- Verified invoices and supporting documents, recorded necessary journal entries, and ensured timely clearance of dues.

Month-End Closing & GL Management

- Handled month-end closing activities including accrued expenses, prepayments, bank reconciliations, and cash advances.

- Posted employee expense claims in Oracle ERP and ensured accurate expense categorization.
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EDUCATION

MBA: Finance

04/2015

University of Lucknow - Lucknow

B.Com: Accounting And Finance

04/2013

Rajasthan University - Jaipur

PROJECTS

IAMLIS – In-House Finance Portal :

Duration: 17 months, collaborated with the business team to conceptualize, design, and implement the IAMLIS in-house finance portal, developed and integrated key financial modules including income, accounts payable, expense, receivables, budgeting, cost centers, profit centers, and financial reporting, consolidated multiple standalone systems (income, expense, SAP) into a unified, dynamic portal—enhancing transparency, record-to-report (RTR) efficiency, forecasting accuracy, and cash flow management, enabled project-level cost and margin analysis, providing deeper financial insights and supporting strategic decision-making

Income & Expense Automation Portal :

Duration: 8 months (2022–2023), led the end-to-end development of an internal portal to automate payment operations using existing infrastructure to reduce costs, migrated billing, expense, and payment workflows for 50 active clients and over 300,000 distributors and retailers to the platform, automated compliance reporting and generation of project-wise income, cost, and margin reports, streamlined accounting entries within SAP, and implemented host-to-host integration for ACH-based vendor and payroll payments

ERP & TOOLS

SAP HANA, Oracle Financials, Tally, IAMLIS (In-house portal)