

Sunil Shukvir Singh

Change Agent Lead

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Perdana Heights Shah Alam

I am an entrepreneurial partner with my stakeholder's strategically oriented CFO dedicated to growing & scaling innovative companies and organizations.

An effective CFO is a partner to each of the business key constituents -- executives, sales team, investors, customers, and vendors and delivers the tools, information and analysis that empower each to drive exceptional performance.

I am a proven strategic and innovative finance leader and CFO with 25 years of experience driving growth and profitability, delivering measurable improvements across multiple performance metrics, and leading diverse teams to excellence.

I have been a critical member of M&A and tender teams, including strategic acquisitions and integrations ranging in value between RM100 million and RM700 million in the technology transformation and software enterprise.



Work Experience – Summary

Job Scope	Achievements
<ul style="list-style-type: none">Monitoring the financial performance and the strategic direction of the company	<ul style="list-style-type: none">Weekly reporting of headline KPI, measuring forecast vs plan and continuously provoke get well actions with business leadersProvide insights of the business and highlight risk to management
<ul style="list-style-type: none">Communication with Shareholders, including Presentation of the Financial Results in the Board of Directors meetings and special project analysis	<ul style="list-style-type: none">Quarterly BOD meetings on performance reviewYearly business plan to support strategic visionStrategic project advice and approvals
<ul style="list-style-type: none">Digital transformation at finance team to support the changing business landscape	<ul style="list-style-type: none">Digitize processes around procurement approvals, staff claim and business process improvement – achieved a productivity improvement of 7% p.a.Build dashboard reporting for top management using cloud solutions
<ul style="list-style-type: none">Business acumen to support leadership and business partners	<ul style="list-style-type: none">Validate business cases and stress test analysis to gauge financial riskProduct launch readiness – gated process signoffPeriodically monitor internal controls and processesCashflow optimization and utilizationObtain timely advice on tax planning matters
<ul style="list-style-type: none">Participate in committees and teams to recommend decisions to leadership	<ul style="list-style-type: none">Fellow member to a RM700mil overall tender committee to recommend vendors and negotiation strategyChange of service provider committee for audit and tax agentCommittee for strategic partner selection and formulating frame agreements for operational speed

DETAIL EXPERIENCE

Nau Nidh Sdn Bhd

Freelance Retail Setup

Apr 2024 to present

- Design the end to end customer process with seamless digital plugins
- Coordinate with management to plan, design and execute online retail setup
- Oversee the arrangement of product displays and bundles to attract customer interest.
- Assist in setting up promotional display, marketing posters and retail operation processes
- Monitor inventory levels and establishing restocking needs with retail best practice.
- Conduct regular checks to identify maintenance issues and ensure store functionality.
- Train staff on system functionality, end to end process and monitor performance
- Collaborate with 3rd party vendors to coordinate deliveries and setup timelines.
- Expanding product SKUs and country penetration, including working with regulators on approvals

Volvo Malaysia Sdn Bhd

Business Transformation Lead

Oct 2023 to Apr 2024 (Contract)

- Conduct in-depth reviews with stakeholders to understand current state business processes, pain points, and goals for improvement.
- Analyze data to determine where improvements are needed and develop plans for implementation.
- Identify opportunities, develop strategies, and design execution programs to improve business.
- Drive re-training of business processes by eliminating deviating or underperforming execution
- Lead transformation process and define ongoing playbook as well as cultivate relationships and collaborate with cross-functional teams to drive initiatives.
- Design structured and targeted change activities to build step approach to change and strengthen behaviours and capabilities to drive the desired culture.
- Monitor the progress of each project throughout its life cycle to ensure that deadlines are met, and transformation objectives are achieved.

Touch and Go Sdn Bhd

Chief Financial Officer

Sept 2022 to June 2023

- Manage finance operation, forecasting, monitor and report performance by segmental line of product/business
- Monitored and drive cost management initiatives to keep business competitive
- Business engagement with internal stakeholder to manage revenue targets, delivery timelines, customer centric activities and timely collection for all lines of business and products.
- Support the implementation of core system and new accounting system to support the transition to automated processes
- Review and re-design reconciliation and settlement processes with automation focus
- Review and jointly recommend investments and business cases to higher management and board of directors for approval

- Monitor and manage the Financial and Non-Financial matters raised by both external and internal auditors, tax authorities and other governmental and non-governmental bodies
- Supervise and lead staff under finance operations department (total 36 staff with 7 direct reports)

Intuitive Intelligence Sdn Bhd and Cedro Sdn Bhd

Chief Financial Officer

Feb 2019 to Sept 2022

- A start up and early member
- Set up new company (Local & Regional) and establish effective processes
- Build business plan of emerging markets and establish viability for new business ideas and investment
- Active engagement with target companies to acquire – formulate the valuation and negotiate the take over
- Stringent cash flow management
- Cost management for profit optimization
- Supply chain optimization and negotiation
- Market expansion on a single business model for replicability and operations efficiency
- Service portfolio and central function driven
- Master Franchise management and business development for sub-franchise opportunity.
- Establish business partnership to enjoy aggregator advantage – optimized supply chain and cheaper customer acquisition.

TM Mass Market (MM)

Cost Management (PMO)

August 2017 to Jan 2019

- Provided cost analysis by line of business with insights for management
- Study cost trends to establish drivers and relationships with revenue
- Establish the cost tree with drivers, nature and its co-relationship with business
- Structure cost labs to drive cost initiatives and bi-monthly executive reporting
- Deep dive to look for cost saving thru digitization, optimization and avoidance.

TM Managed Accounts (MA)

MA Chief Financial Officer (MA-CFO)

June 2015 to June 2017

- Manage finance operation, monitor and report performance for connectivity, smart services, data center and cloud and managed services.
- Monitored and drive cost management initiatives to keep business competitive
- Business engagement with internal stakeholder to manage revenue targets, delivery timelines, customer experience, timely collections and talent development for all lines of business and products.
- Review and jointly recommend all investment and business cases to higher management and board of directors for approval
- Monitor and manage the Financial and Non-Financial matters raised by both external and internal auditors, tax authorities and other governmental and non-governmental bodies
- Supervise and lead staff under finance operations department [2x General Managers, 7xAsst General Manager, 16xManager, 40xExecutive and 22xAssistants]

VADS Berhad**Chief Financial Officer (CFO)****August 2014 to June 2017**

- Manage finance operation, monitor and report performance for ICT and BPO product lines by market sector, covering enterprise, public sector and mass market.
- Oversee budgeting and the implementation of budgets, preparation of financial forecast including commercial P&L and cash flows for business planning and performance review, monitor progress and present operational metrics reporting by line of business
- Review of costing reasonableness, help validate pricing model, design new business models to penetrate new market and bid management for large deals
- Prepare and present board papers like business plan, investment business case and financial performance to Board of Directors and Audit Committee Board.
- Oversee financing strategies, ensure maintenance of appropriate and effective internal controls and financial procedures.
- Represent the company to financial partners including financial institutions, investors, auditors and other external stakeholders. Coordinate audits, proper filing of tax returns and ensure legal and regulatory compliance
- Supervise and lead staff under finance operations department [3xAsst General Manager, 9xManager, 21xExecutive and 3xAssistants]

Telekom Malaysia Berhad – Enterprise Business**General Manager – Business Finance****1st May 2012 to 15th August 2014**

- Manage the finance operation. Monitor and report performance for Enterprise Market Sector.
- Review budgets assumptions and reasonableness for the respective line of business and cascading of the budget to business units.
- Review of costing for reasonableness and help validate the pricing model.
- Monitor and manage the Financial and Non Financial audit issues raised by both external and internal auditors.
- Prepare and present the board papers for Board of Directors and Audit Committee Meetings. Present Financial performances and corrective actions required to achieve target to top management.
- Supervise and lead staff under finance operations department [4xManager, 2xExecutive and 1xAssistants]

VADS Berhad**Assistant General Manager – Finance Operations****30 May 2007 to 30 April 2012**

- Manage finance operation, monitor and performance reporting for 6 active companies.
- Review budget submissions by respective line of business and cascading of approved budget
- Review project costing for tender submission and validate pricing model
- Team member of the task force for go to market end to end process for cloud offering, Microsoft Office 365, Telepresence and Service Desk.
- Implemented the financial billing and reporting for two major business buy over namely data centre from TM Net and DLCM business from GIT.
- A team member in the contract review exercise for two of our major BPO customer. Helped to review the proposal for accuracy and reasonableness.
- Examine, record and implement Financial Policies and Procedures and Standard Operating Policies and Procedure for all the companies in the group for effective control over operations.

- Building relations with financial institutions for working capital requirement management and hedging financial risk
- Formulate and design internal financial reporting framework for performance clarity and budget tracking
- Management of group cash flow to optimize liquidity positions and its returns on placements
- Prepare and present the Consolidated Group Account, quarter bursa reporting, board papers for Board of Directors and Audit Committee meetings
- Supervise and lead staff under finance operations department [4xManager, 5xSr Executive, 2xExecutive and 2xAssistants]
- Managed VADS group of companies as Chief Financial Officer for one quarter in a covering role.

Konsortium Logistik Berhad

Assistant Vice President - Finance

1 October 2002 to May 2007

- Responsible for the timely preparation of the Group's management and financial statements.
- Responsible for managing the Group's cashflow and taxation position. Liaison person for all audit and tax issues related to all 30 local and overseas entities that are under my portfolio.
- Conduct special investigation assignments on behalf of the Executive Vice Chairman's office on sensitive business decision matters and identify and formulate investigative assignments on financial related matters via analytical review of the management accounts
- Responsible for 2 accountants and 10-finance support staff within the department.

PricewaterhouseCoopers (formerly known as Price Waterhouse)

Audit Senior / Team Leader

August 1996 to September 2002

- Audit exposure primarily in manufacturing, construction, financial institutions, retail trading, services, public utilities, healthcare, aerospace, shipping, publishing and charitable organisations.
- Reviewed financial statements to ensure compliance with regulatory requirements and accounting standards.
- Evaluated and reviewed budgets and cash flow projections as well as costing systems for various business entities.
- Evaluated and reviewed internal control systems for various business entities.

PROFESSIONAL ASSOCIATION

Fellow member of the Association of Chartered Certified Accountants (FCCA)

NATIONAL SERVICE

Active in humanitarian efforts in the region during pandemic, calamity and disasters.

Leadership role in two NGO providing Food Aid, Medical Aid and Disaster Relief, both local and regionally.

REFEREES

Komathi Balakrishnan
Group Financial Controller
Axiata Group Berhad
013 3944 505

Sharmeel Kaur
VP People and Culture
Volvo Malaysia Sdn Bhd
017 321 4298