

# SANTANU ACHARYA



## GM – Finance (CFO Equivalent) | Strategic Finance & Governance Leader

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### PROFILE SUMMARY

Seasoned finance leader with over 25 years of experience across public and private sector organisations, driving financial transformation, corporate governance and sustainable profitability. Proven track record as GM–Finance (CFO equivalent) at the National Internet Exchange of India (NIXI), with deep expertise in strategic planning, audits, treasury, risk management and technology-led automation. Delivered significant cost efficiencies, secured large project and venture funding, led restructuring initiatives and implemented SAP/ERP systems across multiple entities.

### CORE COMPETENCIES

- Strategic & Financial Planning
- Budgeting & Forecasting
- P&L, Balance Sheet & GL Controls
- Financial Consolidation & Reporting (IND-AS, IFRS, SOX)
- Working Capital Optimisation & Cash Flow Management
- Treasury, Credit Risk & Taxation
- Corporate Governance & Compliance
- Audit (Statutory, Internal, Forensic, Fraud Investigation)
- M&A, Due Diligence & Valuation Support
- Fundraising (Debt, Equity, Venture Capital)
- ERP / SAP Implementation & Finance Automation
- Risk Management, Cost Control & Process Re-engineering

### PROFESSIONAL EXPERIENCE

#### National Internet Exchange of India (NIXI) – GM–Finance (CFO Equivalent)

March 2019 – September 2025 | New Delhi

- Spearheaded finance transformation from the ground up, building high-performing teams and enterprise-wide finance systems.
- Partnered with CEO and Board to provide strategic recommendations on financial analysis, budgeting, risk and long-term planning.
- Directed audits, compliance, taxation and statutory reporting with zero regulatory lapses.
- Managed treasury, cash flow and capital planning to ensure long-term financial sustainability.
- Implemented cost optimisation, restructuring initiatives and transparent Board reporting frameworks.

#### Key Achievements:

- Delivered cost efficiencies that boosted profitability by 44%.
- Led detailed financial analysis and restructuring, eliminating costs of approximately USD 6.5 million.
- Enhanced corporate governance by instituting transparent and timely Board-level financial reporting.
- Successfully implemented ERP/finance automation, improving control, transparency and reporting speed.
- Contributed to securing significant venture capital funding and strengthening NIXI's financial position.

#### Balmer Lawrie & Co. Ltd. – Chief Manager, Finance & Accounts (SBU Head)

April 2011 – February 2019

- Managed end-to-end finance for the SBU including IND-AS reporting, audits, taxation, cash flow and MIS.
- Raised project finance and term loans; finalised accounts under new reporting standards.
- Implemented cost reduction plans, strengthened internal controls and drove system automation.
- Supported business expansion, pricing and profitability decisions in close partnership with operations.
- Secured financing of INR 150 Cr (~USD 20 million) for a major capital project.
- Reduced external accounting costs by 20% and accelerated month-end closing cycles.
- Improved working capital by 44% through stronger credit risk management and process improvements.

#### Earlier Roles

**Lafarge India Ltd** – Manager, Credit Control (Dec 2009 – Mar 2011): Developed credit policies, optimised debtors' DSO and improved collections.

**HCL Infosystems Ltd** – Zonal Commercial Manager (Feb 2005 – Dec 2009): Streamlined F&A; functions across North Zone, implemented SAP and enhanced revenue recognition; won Best RAO Award for 3 consecutive years.

**Redington India Ltd** – Sr Accounts Executive (Aug 2003 – Jan 2005): Supported branch expansion, improved credit control and stock management.

**Micro Solus Systems & Software Pvt. Ltd.** – Manager-Accounts (Jun 2000 – Jul 2003): Handled accounting, project funding, finance, taxation and compliance.

**BN Chakraborty & Co.** – Sr Accountant (Feb 1995 – May 2000): Managed income tax, assessments, scrutiny and funding for various clients.

**HK Saha & Co.** – Article Clerk (Dec 1992 – Jan 1995): Managed accounting, finance and audit of multiple clients.  
**Shyam Ferro Alloys** – Accounts Executive (Jan 1990 – Dec 1992): Looked after central excise and accounts.

## **SELECT ACHIEVEMENTS & LEADERSHIP**

- Secured ~USD 80 million venture capital and project funding across roles to support long-term growth and capital projects.
- Automated 18+ financial reports via cloud/ERP platforms, saving over 20 hours per week and improving reporting accuracy.
- Led a fraud investigation audit recovering over INR 45 Lacs and driving prosecution and control enhancements.
- Streamlined procurement and tender processes, saving approximately INR 10 Cr.
- Served as Board Director & Finance Chair of dotASIA, representing 33 Asian countries, contributing to regional internet governance.
- Received multiple awards including Best RAO Award (HCL Infosystems – 3 consecutive years) and ICAI awards for Best Presented Financials under Ind-AS.

## **EDUCATION**

**Chartered Accountant (CA)**, Institute of Chartered Accountants of India – 2008

**MBA**, UCLA Anderson School of Management – 2022

**LLB**, CCSU – 2023

**Master of Commerce (M.Com)**, Burdwan University – 1997

**Investment Management**, Bombay Stock Exchange – 2024

## **TECHNICAL & ANALYTICAL PROFICIENCIES**

SAP, ERP & Cloud-based Finance Systems, Tally, Financial Modelling & Data Analytics, Advanced Excel, MIS Dashboards, Power BI, Compliance & Governance Tools, Process Automation and Lean Finance practices.

## **REFERENCES**

Available upon request.