

## SOMNATH CHAKARWARTI

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### Executive Summary

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Insightful experience of **17 years** across diverse functions like Business Planning, Project Management, Billing Validation, Vendor and partner Management, Invoice Processing, Customer relationship management. I have been partnered with Brand which includes Bharti Airtel, Reliance Jio, Indus Towers, Tata DOCOMO & R.Com

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### Current Employer

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**From Sep'18 to till with Bharti Airtel Ltd AS AN Senior Manager -Business Planning & Analysis**

#### **TOCO Operations and reconciliation**

- Spearheaded the infrastructure provider billing reconciliations and operations.
- Identified cost-saving opportunities through partner quarterly billing walk through and application of contractual terms, analytics & value-mining.
- Conduct governances with partner & circle teams, tracking operational disputes, reconciling accounts & closing disputes with partners
- Formulated & improved processes in line with the audit & management requirements for proper internal controls which meet business needs.
- Benchmarking cost for 20,500 towers basis Infra Provider, products, tenancy, billing parameter for rental & energy & comparing nationally.
- Identify high Opex sites basis landlord rentals & energy outlier's basis consumption per site.
- Opex achievement of stretched targets through cost optimization & WOW efficiencies of INR 100 Crs in FY 21 and 22
- Led the efforts to control the site operating expenses for Bihar Circle through billing validation, contract validation and cost-benefit analysis of service agreements.
- Monitored various important parameters in site governance along with SLA KPI's & their penalties, discounts and benefits across partners.
- Ensured audit compliance & control (ii) Validated inaccuracy of assessments, risk exposure & quantification of financial impacts and sharing of risk management plans.

#### **Lead Site Operation:**

Led the efforts to control the site operating expenses for Bihar Circle through billing validation, contract validation and cost-benefit analysis of service agreements.

- Monitored various important parameters in site governance along with SLA KPI's & their penalties, discounts and benefits across partners.
- Reduced costs through cost-modelling & trend-analysis for rental & energy costs, investigating cost leakages and fixing them in partner billing.

**Achievements:** - Achieved annualized savings of INR 72 Million via a project for de-loading network equipment. Maximized savings by dismantling low revenue/low usage sites, relocating high cost/high rental sites and duplicate BTS removal at sites via TRX reconciliation. Implemented New process of electricity bill payments for tower sites through Airtel Payments Bank.

## **From May'15 to Sep-18 with Reliance JIO Infocom Ltd AS AN DEPUTY MANAGER-FINANCE**

- Participation in preparing five years' business plan (AOP) for all 38 business center of state.
- In Principal approval for Channel partner (RDS & ARD) finalization as per norms & terminology.
- Close monitoring of launch tracker & management reporting to circle head & all stake holder.
- Compliance monitoring of all JC's.
- Team member of various launch project of circle.

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### **PREVIOUS EMPLOYMENT DETAILS**

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## **From Dec '13 to May'15 with INDUS TOWERS LTD AS AN ASSISTANT MANAGER-FINANCE**

### **Accounts Receivable, Billing & Revenue Assurance (Hyderabad, Andhra Pradesh Circle)**

- Timely & correct updation of revenue invoices & collection received from customer in books.
- Reconciliation with JV Customers on monthly basis and ensure resolution of open dispute.
- Customer dispute Monitoring & resolution for 100% circle collection.
- Driving closure of disputes, Performing Rental and Energy Billing walk with JV Customers
- Manual Billing like SLA, Rental Premium, Taxes, Tracking SD reconciliations for JV and Non-JV
- Preparation of Financial reporting schedules, P&L & B&S variance analysis
- Pre & Post Validation of Energy & Rental Billing (Accuracy & variance between last month)
- Revenue Bridge - Site Wise Variance Analysis & Reporting, Tenancy Wise Loading Variance Analysis
- Revenue Assurance Report, Internal Audit & Statutory Audit

## **From July '09 to Dec '13 with TATA TELESERVICES LTD AS AN ASSISTANT MANAGER-FINANCE**

### **Reporting & MIS (IUC) – Corporate Finance (Aug'13 to Dec'13) at Hyderabad, A.P**

- IUC revenue reporting of 18 UASL circles of TTSL.
- Submission of Monthly MIS to Management.
- IUC Cost & Revenue analysis of PAN India.
- Actual Billing Vs. Collection Reporting & MIS
- Support to circle for AGR filing by giving actual calculation, deduction, payment details.

### **Business Planning & Analysis – Mobility (Bihar & Jharkhand) (Oct '11 to July'13) at Patna, Bihar**

#### **- Management Reporting**

- Submission of periodical reports i.e. Daily Revenue & Subs Report,
- Flash reporting, Finance MIS, Site wise Profitability

#### **- Cost Control/optimization**

- Monitoring of OPEX (Line Item & Sub line item wise) against budget.
- Special focus on Network Cost

- Trend analysis of cost components to identify area for cost optimization
- Acquisition Quality Analysis (Gross Addition, M2 retaintivity, prepaid business analysis)

### **Business Accounts & Analysis – Mobility (July'09 to Oct'11) at Patna, Bihar**

- Channel Accounting, Commission payout, Distributor Claim settlement
- Provision Management (Actualization, Ageing, Excess Provision Reversal)
- Variance Analysis of Items in TB to be done and explained. GL Review.

### **Since June '09 to July '09 with Quippo Telecom Infrastructure Ltd as an Executive – Finance & Accounts Patna (Bihar)**

#### **Job Responsibility: -**

- Indirect Taxation (Entry Tax, Work Contract Tax), "C" Forms & Sales Tax related matter
- Billing of Diesel, Monthly rent & Advance rollout
- Regular follow-up with Customers for payment
- Customer & Collection Reconciliation

### **Since Jan'08 to June '09 with Reliance Integrated Services (P) Ltd as an Executive Commercial Patna (Bihar)**

- CDC executive – DTH Business
- Billing & Collection of DTH distributors, BRS, Stock reconciliation
- Preparation of Sales tax details

### **IT SKILLS**

Operational software: - SAP R3, Cognos BI, and MS Office, Oracle

### **ACADEMIC CREDENTIALS**

2011 MBA in Finance & Marketing from Madras University with 61.55%  
 2007 Bachelor's Degree in Commerce from Patna University with 64%  
 2003 10 + 2 with 58 %  
 2001 10<sup>th</sup> with 74.5%

### **ACHIEVMENTS**

- ☞ Consecutive rated high in last two annual appraisals.
- ☞ Awarded for achieving 100 crs WoW (War on Waste) saving in yearly ECF consecutive 2 years
- ☞ Award in Reliance JIO for the month of July-16 & Oct-16
- ☞ FC (Finance Controller) award in Indus towers for best performance in AR & RA for FY 2014-15.
- ☞ Circle Star of the Month of award in Indus Towers by CEO.
- ☞ Awarded by Airtel & Vodafone for their faster dispute resolution in Indus Towers.
- ☞ Received 5 Star of the Month in TATA Teleservices Ltd.
- ☞ Received "Customer Satisfaction Award" in TATA Teleservices Ltd in the month of September 2010.

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**PERSONAL DETAILS**

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Date of Birth 17<sup>th</sup> August 1986

Address:- Sanchar Nagar, Tower 3, Flat No:- 709, 7<sup>th</sup> Floor, Khagaul , Danapur,Patna 801105