VIJAY SANKAR

CPA (TX), CA (India)

Austin, TX • 832-350-2933 • vijaykb.ca@gmail.com • vijaysankar.com

GLOBAL FINANCE, CONTROLLERSHIP & BUSINESS PARTNERING EXECUTIVE

EXECUTIVE PROFILE

Senior finance executive with more than 20 years of progressive experience across controllership, financial planning and analysis, manufacturing and distribution finance, audit, internal controls, treasury, working capital, and finance transformation. Proven record leading end-to-end accounting operations, developing teams, strengthening reporting discipline, implementing ERP systems, and partnering with commercial and operational leaders to improve profitability, cash flow, productivity, and risk management. Career experience spans U.S. operating companies, multinational shared-service environments, Big Four audit, banking, and complex cross-functional transformation.

$1.2M+ Annual savings identified	**$600K** Incremental revenue generated	**20%** Warehouse cost per unit reduction	**20%** Finance-team productivity improvement

CORE LEADERSHIP & TECHNICAL EXPERTISE

- Global Controllership
- U.S. GAAP & Financial Reporting
- FP&A, Budgeting & Forecasting
- Manufacturing & Inventory Accounting
- Cost Accounting & Margin Analysis
- Cash Flow, Treasury & Working Capital
- Internal Controls, SOX & COSO
- External Audit & Regulatory Compliance
- ERP & Finance Transformation
- Business Partnering & Decision Support
- Process Improvement & Cost Reduction
- Team Leadership & Development

CAREER EXPERIENCE

Financial Controller / Business Partner | Shop LC Global Inc. | Austin, TX — **Jul 2023 - Present**

Lead end-to-end financial operations and serve as a strategic finance partner to Sales, Marketing, IT, and Warehouse leadership. Direct core accounting, financial planning, cost management, compliance, reporting, and capital oversight while developing a high-performing 10-member finance team.

- Partnered with Sales and Marketing to launch promotional campaigns with banking partners, generating approximately $600K in incremental revenue and supporting new-customer acquisition.
- Led a company-wide cost-rebase initiative that identified more than $1.2M in annual savings across SG&A and supply-chain operations.
- Collaborated with Warehouse leadership to reduce cost per unit by 20% through targeted process improvements and cost-control measures.
- Standardized reporting across departments and affiliates, improving transparency, comparability, and early identification of financial anomalies.
- Facilitated weekly strategic reviews with functional directors, presenting year-over-year performance, variances, risks, and recommended actions.
- Managed and developed a 10-member finance organization, increasing team productivity by 20% through structured performance monitoring, role clarity, and development planning.
- Provided financial analysis and decision support for strategic projects, balancing growth objectives, capital requirements, operating risk, and expected returns.

Financial Controller | Sage International, Inc. | Dallas, TX — **May 2021 - Jun 2023**

Directed accounting and finance for multi-location manufacturing plants, including billing, accounts receivable, accounts payable, general ledger, inventory and cost accounting, revenue, month-end close, financial statements, forecasting, budgeting, internal controls, and audit support.

- Prepared and reviewed forecasts for the income statement, balance sheet, and cash flow statement; analyzed budget variances and communicated drivers and recommended actions to management.
- Protected reporting integrity and company assets by monitoring and strengthening plant-level internal controls in accordance with corporate policies.
- Served on the steering committee and led the finance workstream for an SAP implementation that successfully went live during tenure.
- Improved financial discipline by redesigning policies, procedures, and approval checkpoints across accounts receivable and accounts payable.

- Increased freight billing by 30% by redesigning the freight-charge methodology and improving billing execution.
- Reduced SG&A by 15% through targeted cost-management strategies and process improvements.
- Extended payment terms with major material suppliers and identified approximately $200K in supply-chain cost reduction opportunities.
- Coordinated internal and external audits, including engagement with Big Four auditors, and maintained supporting schedules and control documentation.

Financial Controller | Web Plastics Company | Houston, TX **Dec 2011 - May 2021**

Owned full-cycle accounting and financial management for an international plastics-film distribution business with operations and commercial relationships across the United States, Mexico, India, and China. Managed accounting staff, financial reporting, budgeting, cash flow, banking, tax coordination, inventory, supplier economics, and operating controls.

- Managed daily accounting operations using QuickBooks Enterprise, including accounts payable, accounts receivable, payroll, cash disbursements, bank reconciliations, invoicing, collections, receipts, payments, and general-ledger integrity.
- Prepared monthly, quarterly, and annual financial statements, management reports, budgets, forecasts, and variance analyses; advised leadership on corrective actions and cash-flow needs.
- Established, monitored, and enforced accounting policies and internal controls to safeguard assets, improve reporting reliability, and reduce financial and operational risk.
- Managed the company line of credit and maintained compliance with tangible net worth, debt-to-tangible-net-worth, current-ratio, and equity-ratio covenants.
- Implemented NetSuite to reduce repetitive reporting work and improve access to financial, sales, operating, and inventory information.
- Reduced annual administrative expenses by 30% through vendor negotiations and disciplined spending controls.
- Negotiated supplier credit terms, improving working capital and supporting sustained inventory availability.
- Introduced factoring as a new source of financing, generating liquidity to support a partner buyout and reducing the company’s cost of capital.
- Applied an Economic Order Quantity model to improve reorder decisions and maintain appropriate inventory levels.
- Participated in supplier negotiations to secure competitive pricing and protect product margins.
- Assumed additional responsibility for supply chain, CRM, inventory management, and manufacturing activities during 2012 and 2013.
- Led and developed accounting personnel by defining responsibilities, assigning work, training staff, reviewing performance, and resolving operational issues.

Senior Financial Analyst | Misys Software India Pvt. Ltd. | India **Jul 2010 - Oct 2011**

Supported financial reporting and control activities for European entities within a global banking-software organization and supervised a 10-member finance team.

- Reviewed balance-sheet and income-statement ledgers for European entities and prepared monthly reporting packages.
- Reviewed weekly bank reconciliations completed by team members and resolved posting or reconciliation issues.
- Compared cash forecasts with actual results and reported weekly variances and explanations directly to the Regional Finance Director.
- Performed monthly intercompany reconciliations and recorded foreign-exchange revaluation entries.
- Reviewed accounts-payable processing, corrected posting errors, and recorded accruals as required.
- Reviewed P&L accounts and posted monthly accruals to support accurate period-end reporting.
- Led a 10-member team and reviewed work quality and completion on a daily basis.

Senior Associate - Audit | Price Waterhouse / PwC | India **Feb 2009 - Jul 2010**

Delivered external audit and assurance engagements across retail, manufacturing, technology, and service organizations, including Thomson Reuters, Tesco, 3M India, and NCR.

- Managed audit engagements from planning through fieldwork, issue resolution, reporting, and timely completion within engagement budgets.
- Performed SOX compliance audits for publicly traded companies and completed internal-control, statutory, external, and tax-audit procedures for other clients.
- Evaluated the design and operating effectiveness of internal controls and identified areas of potential financial-reporting risk.
- Gained practical exposure to IFRS audits and supported clients during first-time IFRS conversion activities.
- Led teams of up to four professionals, delegated work, reviewed audit documentation, and coordinated with client management and engagement leadership.
- Completed PwC SOX and IFRS training and applied the guidance across relevant client engagements.

Senior Process Analyst - Financial Governance | Accenture Services Pvt. Ltd. | India **Jun 2008 - Feb 2009**

Supported the Financial Governance team for National Australia Bank, focusing on SOX 404 controls, process risk, and operating-effectiveness reviews.

- Prepared process-review plans, schedules, and resource requirements before commencing control reviews.
- Conducted process walkthroughs, documented risks, and identified the controls designed to mitigate those risks.
- Evaluated control design and operating effectiveness under the COSO framework and SOX 404 requirements.
- Prepared final internal memoranda communicating testing results, observations, and control gaps.
- Reviewed service-level-agreement reporting across departments by identifying key performance indicators and performing process walkthroughs and control testing.

Senior Associate - Credit Exception Resolution | Citibank | India **Dec 2006 - Apr 2008**

Supported credit-exception resolution activities for customer loans and overdraft facilities in a global banking environment.

- Verified customer and credit documentation and coordinated required approvals for loans and overdrafts.
- Monitored overdraft activity and alerted relationship managers when customers exceeded approved limits or presented potential misuse risk.
- Contributed process-improvement ideas and supported implementation of new operating initiatives.

Chartered Accountancy Internship / Articleship | Public Accounting & Audit Engagements | India **Apr 2003 - Aug 2006**

Completed three years of intensive practical training across accounting, auditing, corporate law, and taxation, with exposure to manufacturing, trading, banking, and institutional clients.

- Led and supported company audits across manufacturing, trading, and other organizational environments, coordinating with team members, partners, and client management.
- Participated in audits of departments within the Reserve Bank of India’s Central Office and major branches of Canara Bank.
- Led audit teams for departments of Visakhapatnam Steel Plant / Rashtriya Ispat Nigam Limited and branches of Philips India, LG Electronics, and Havells.
- Prepared audit documentation, tested transactions and controls, resolved client queries, and supported completion of statutory and financial audits.

EDUCATION & PROFESSIONAL CREDENTIALS

Certified Public Accountant (CPA)	Texas, United States
Chartered Accountant (CA)	The Institute of Chartered Accountants of India
Bachelor of Commerce (B.Com.)	Vivekananda College, India

TECHNOLOGY & SYSTEMS

ERP & Accounting: SAP, NetSuite, QuickBooks Enterprise, Microsoft Dynamics, SunSystems, Oracle
Productivity & Analysis: Microsoft Excel, PowerPoint, and Word