

VIJAY SANKAR, CPA (TX), CA (INDIA)

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VICE PRESIDENT, CORPORATE CONTROLLER | GLOBAL ACCOUNTING & MANUFACTURING

EXECUTIVE PROFILE

Global finance and controllership executive with 20+ years of progressive leadership across manufacturing, retail/e-commerce, technology, banking software, consulting, and Big 4 audit environments. CPA (TX), CA (India) with experience leading multi-entity U.S. GAAP reporting, close governance, consolidation, revenue recognition, inventory and cost accounting, intercompany and foreign-currency accounting, treasury, audit, internal controls, and ERP transformation. Trusted partner to CEOs and senior leaders, known for building capable teams, strengthening reporting discipline, and translating complex accounting and operational issues into clear executive decisions.

CORE LEADERSHIP CAPABILITIES

Global Accounting & Consolidation | Month-End Close & Financial Reporting | U.S. GAAP & Technical Accounting | Inventory Costing & Manufacturing Accounting | Revenue Recognition | Multi-Entity / Intercompany / FX | Internal Controls & SOX | Public-Company Audit / SEC Reporting Exposure | External Audit Leadership | Executive Leadership Reporting | ERP & Finance Systems | Treasury & Working Capital | Tax & Regulatory Coordination | Transaction & Integration Support | Finance Transformation | Team Leadership & Development

SELECTED LEADERSHIP IMPACT

- **Global controllership:** Lead U.S. GAAP close, reporting, inventory/COGS, treasury, tax, audit, and controls for a global multi-channel business with U.S. and international affiliates.
- **Manufacturing and inventory accounting:** Strengthened site controls, cost accounting, inventory valuation, working capital, and margin visibility across multi-site manufacturing environments.
- **Transformation and value creation:** Led SAP and NetSuite implementations, supported a major e-commerce platform migration and approximately \$2M system write-off, and delivered more than \$1.2M in annualized savings.
- **Leadership and governance:** Built and developed finance teams of up to 10 professionals while improving audit readiness, reporting discipline, and team productivity by 20%.

PROFESSIONAL EXPERIENCE

Financial Controller & Finance Business Partner | Shop LC Global Inc., Austin, TX

07/2023 - Present

Lead accounting, reporting, FP&A, treasury, tax, controls, audit, and finance transformation for a global multi-channel retail and e-commerce organization; partner to the CEO, President, Group CFO, and international affiliates.

- Own month-end close governance and management reporting across revenue, inventory/COGS, AP, AR, payroll, accruals, fixed assets, cash, intercompany, and foreign-currency balances.
- Serve as accounting-policy lead for revenue recognition, inventory costing, import duties and freight, returns, vendor credits, digital-platform costs, system write-offs, and complex commercial arrangements.
- Oversee external audit, tax, treasury, banking, internal controls, and regulatory matters; strengthened balance-sheet review, documentation, and audit readiness.
- Led the finance and accounting workstream for migration from Salesforce to Shopify, including business case, controls, payment-token transition, phased go-live, and accounting assessment of an approximately \$2M platform write-off.
- Directed reconciliation and accounting support for approximately \$4.0M in customs duty refunds and interest across 867 import entries, coordinating with legal, customs, treasury, and auditors.
- Designed executive reporting with variance drivers, operational KPIs, risk indicators, and forward-looking actions; used AI-enabled dashboards and workflow tools to improve insight and accountability.
- Delivered more than \$1.2M in annualized savings and partnered with operations to reduce warehouse cost per unit by 20% through contract, process, and productivity initiatives.
- Built and developed a 10-member finance team, improving productivity by 20% through clearer ownership, coaching, review standards, and performance management.
- Partnered with Sales and Marketing on commercial programs and banking relationships that generated approximately \$600K in incremental annual revenue.

Financial Controller | Sage International, Inc., Dallas, TX**05/2021 - 06/2023**

Finance leader for a multi-site manufacturing organization, overseeing accounting, FP&A, cost and inventory finance, revenue recognition, cash flow, controls, audit, and ERP transformation.

- Directed multi-entity close, financial reporting, budgets, rolling forecasts, cash-flow modeling, variance analysis, and plant performance reviews.
- Led end-to-end SAP implementation as an executive steering committee member, owning finance design, data migration, control alignment, testing, change management, and go-live.
- Strengthened site-level controls over inventory, cost accounting, AP, AR, revenue, and close; managed audit support, reduced findings, and improved reporting integrity.
- Partnered with operations on inventory, production, purchasing, freight, pricing, and margin analysis to improve accountability and operating performance.
- Improved profitability by correcting freight under-billing, increasing billable freight revenue by 30%, and reducing SG&A by 15% through vendor and spend rationalization.
- Renegotiated supplier payment terms and restructured supply-chain financing, eliminating \$200K in carrying costs and improving cash conversion.

Financial Controller | Web Plastics Company, Houston, TX**12/2011 - 05/2021**

Controller for a privately held manufacturing company, responsible for close, financial reporting, liquidity, banking, inventory, payroll, tax, controls, and business-performance support.

- Managed daily accounting in QuickBooks Enterprise and later led NetSuite implementation, automating reporting across sales, operations, inventory, and finance.
- Owned monthly close, financial statements, cash forecasting, bank reconciliations, covenant reporting, tax, payroll, and external audit coordination.
- Improved inventory visibility and COGS/working-capital discipline through process redesign, reconciliations, reporting enhancements, and cross-functional reviews.
- Reduced administrative expenses by 30% year over year through contract negotiation, spend controls, supplier management, and disciplined governance.
- Established a receivables factoring facility that funded a partner buyout while reducing the company's overall cost of capital.
- Partnered with ownership on capital decisions, pricing, margin, vendor terms, and operating performance.

EARLIER GLOBAL FINANCE, AUDIT & CONTROLS EXPERIENCE

- **Senior Financial Analyst / Team Lead | MISYS Software Pvt. Ltd., India | 07/2010 - 10/2011** - Led European entity close and reporting, P&L and balance-sheet analysis, cash forecasting, intercompany and FX accounting, and a 10-member finance team for a global banking-software company.
- **Senior Associate | PricewaterhouseCoopers, India | 02/2009 - 07/2010** - Managed external audit, SOX 404, IFRS, and internal-control engagements for public and multinational retail, manufacturing, and technology clients including Thomson Reuters, Tesco, 3M, and NCR.
- **Senior Process Analyst | Accenture Services, India | 06/2008 - 02/2009** - Supported financial-governance and COSO/SOX control assessments for National Australia Bank.
- **Senior Associate | Citi, India | 12/2006 - 04/2008** - Supported credit operations, exception resolution, risk controls, and process improvement.

EDUCATION, CREDENTIALS & TECHNOLOGY

CPA (TX) | CA (India), Institute of Chartered Accountants of India | Bachelor of Commerce, Vivekananda College, India

Technology: Excel, PowerPoint, SAP, NetSuite, Oracle, Microsoft Dynamics, QuickBooks Enterprise, Shopify, AI-enabled dashboards, financial modeling, consolidation/reporting automation, and ERP transformation.