



# Kamal Sood

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## Summary

Chartered Accountant with 7+ years of experience driving strategic finance, regulatory compliance, and controllership across high-growth and global enterprises. Expertise spans multi-entity consolidation, business finance, process improvement, and contract structuring. Certified in CISA, IFRS, BRSR and data analytics, with a strong focus on automation, sustainable finance, and structuring. Delivers CFO-grade insights tailored for scale, agility, and impact.

## Professional Experience

### Director | Insight Professionals Private Limited | Ludhiana

- Identified a market gap between traditional CA firms and high-cost consulting giants, conducted 30+ founder and investor interviews, and launched Insight Financials to deliver virtual CFO solutions tailored to fast-scaling startups and SMEs—securing 4+ long-term clients in Year 1.
- Transitioned clients' fragmented financial processes—including bookkeeping, MIS, taxation, and compliance—to automated, cloud-based systems, reducing manual effort by 30% and improving reporting turnaround by 40%, while ensuring compliance and scalability.
- Led financial and regulatory structuring for a Series C-funded startup, advising on FEMA and transfer pricing to support international expansion and investor readiness; simultaneously restructured founder income for other clients, enabling 10–15% annual tax savings.
- Standardized commercial contracts with favorable clauses and implemented internal dashboards, compliance calendars, and trackers, creating operational continuity and risk control frameworks as the backbone of a young consulting firm.
- Positioned Insight Financials as a credible CFO-alternative, introduced ESG readiness and sustainability reporting as future-focused services, and built strategic relationships in the startup ecosystem to generate quality revenue and long-term advisory mandates.

### Controller – Financial Reporting | Wipro Limited | Bengaluru

- Led Automated SEBI reporting for Related Party Transactions, reducing turnaround time and saving 100+ person-days annually.
- Discovered actuarial valuation inefficiencies and recommended adjustments that led to ₹10 Cr profit improvement for the group.
- Led preparation and submission of Wipro's standalone financial statements and reviewed complex group-level disclosures across leases, intangibles, and employee benefits.
- Orchestrated financial consolidation for 150+ group entities, strengthening inter-company reconciliation and improving balance sheet accuracy.
- Monitored evolving Ind AS and SEBI regulations, translating technical changes into actionable steps for 200+ internal stakeholders.

### Controller – Revenue Assurance | Wipro Limited | Bengaluru

- Managed \$1.6Bn+ revenue across Wipro Capco (\$1Bn), Opus, and 50+ BPO clients, ensuring compliance with revenue recognition under Ind AS 115 and SOX controls.
- Executed SAP Quantum-based revenue process transformation, standardizing revenue tracking and improving system stability across global geographies.
- Automated revenue accrual processes across multiple clients, resulting in 36 person-days of effort saved annually and cleaner month-end closes.
- Led contract reviews across 200+ clients, guiding internal finance teams on revenue recognition, risk clauses, and financial impact mitigation.

### Business Finance Manager | Wipro Limited | Bengaluru

- Managed end-to-end financial ownership for a \$100Mn revenue client in the Financial Services vertical, including pricing, revenue, margin tracking, and budgeting.
- Delivered 200+ bps margin improvement through data-led cost optimization in collaboration with delivery heads and account teams.
- Structured and negotiated commercial terms in a \$36Mn TCV deal for a new client, driving financial modelling, rate benchmarking, and risk allocation.
- Secured improved pricing and billing clauses during contract renewals, leading to \$1Mn+ uplift in annual revenue.
- Supported strategic planning by delivering accurate monthly forecasts and margin visibility for a \$400Mn vertical, with <3% forecast variance.

## Senior Associate | Vikas Sood & Associates | Ludhiana

- Led internal and statutory audits, secretarial compliance, and government filings for corporates and dormant companies under the Companies Act, ensuring timely reporting and adherence to regulatory standards.
- Managed registration and audit processes for societies and trusts, securing 12AA and 80G certifications, which enabled clients to qualify for income tax exemptions and donor benefits.
- Handled end-to-end income tax and GST functions, including tax audits, return filings, and transition compliances, resulting in accurate reporting and timely submissions across clients.
- Contributed to banking audits and due diligence assignments, delivering detailed reports for financial institutions and helping strengthen client credibility for financing and partnerships.
- Designed and implemented a new MIS reporting system to enhance visibility of key financial metrics, and created VBA automations that saved 7+ person-days annually on recurring regulatory filings

## Education

**Bachelors in Commerce (Honors)** – *Panjab University* | India

**Chartered Accountant** – *The Institute of Chartered Accountants of India* | India

## Accomplishments and Awards

- Awarded 'Best Process Improvements' by Wipro CFO for Post-Merger Integration of Capco (\$1,000 Mn annual revenue).
- Awarded Entry Scholarship under IIM Ahmedabad PGPX program.
- ICAI Awards for Excellence in Financial Reporting for 2022-23 (for Wipro – 10 member team)

## License & Certifications

Diploma in IFRS (ACCA, UK)

Certification in Information System Audits (ISACA, US)

Certification in Sustainability and BRSR reporting (ICAI)

Certification in Corporate Social Responsibility (ICAI)

Certification in Forex and Treasury Management (ICAI)

Python for Data Science – LinkedIn

Data Science with Python – IBM

Blockchain Essentials – IBM

Tableau – LinkedIn

Advanced Excel Data and Analytics Skills – LinkedIn

Data Analysis using MS Excel – Microsoft

## Co/Extra-curricular

- Member of Wipro Toastmasters Club (2019).
- Participated in a NABARD program on Sustainable Group Mode of Financing involving multiple NGOs.
- Avid Reader