Kailash

E-Mail: x26kailash@iima.ac.in Mobile: +91 9040001201 LinkedIn: https://www.linkedin.com/in/ca-kailash-pathak

Summary

Impact-driven finance and technology leader with 14+ years at India's largest oil major, operating at the intersection of SAP-led digital transformation, financial strategy, and enterprise risk. A Chartered Accountant and CFA charter holder with a proven track record of building enterprise platforms, driving multi-crore process efficiencies, and partnering with senior leadership on governance and compliance.

Professional Experience

Indian Oil Corporation Limited (IOCL) | New Delhi / Odisha / Multiple Locations | May 2012 – Present

Senior Manager- Information Systems & Digital Transformation (COIS-CBTC)

- Led 2 end-to-end SAP FICO implementations for IOCL Joint Ventures and Subsidiaries acted as primary SAP FI/CO Solution Manager, interfacing between business users and technical teams.
- Participated as team member in 6 additional SAP implementations and support assignments
- Drove system configuration, issue resolution and governance compliance in line with structured change-management protocols.
- Managed SAP BPC: designed business rules, logic scripts, and master data integrations supporting finalisation of books of accounts with operations exceeding ₹9 lakh crore.
- Managed SAP VIM: implemented custom validation checks and streamlined exception handling for ~1 million invoices and ₹70,000 crore in annual payments.
- Served as functional expert for SAP GRC implementation and ongoing support — covering role mapping, Segregation of Duties (SOD) compliance management, and user access governance across the organisation.
- Architected and delivered an enterprise Revenue-Cost Analysis Dashboard, automating data processing and exception reporting
- Designed and developed a dynamic MIRR web portal enabling users to compute Modified Internal Rate of Return instantly based on project-specific inputs, supporting faster and more accurate investment decisions.
- Designed, developed, and provided ongoing support for E-Vidit — a vendor relationship management portal that streamlined vendor interactions, eliminated intermediaries, and delivered annual savings of ₹3.5 crore.
- Designed and delivered SAP training programmes and workshops for IOCL employees and external participants, covering functional modules and new-officer onboarding to build organisational SAP capability.

Manager -Internal Audit (Northern Region) (May 2017 – Jul 2021)

- Conduct audits spanning the entire IOCL organisational structure - Divisional Offices, Area Offices, Depots, Terminals, LPG Plants, State Offices, Regional Offices, Marketing Head Office, and Corporate Office.
- Applied a risk-based approach to prioritise locations based on financial exposure, prior audit findings, and operational criticality — systematically examining compliance gaps, revenue leakages, process deviations, and financial irregularities to provide actionable assurance to senior management.
- Designed and deployed an automation-based Audit Tool that converts raw operational data into exception reports, enabling auditors to focus entirely on analysis rather than data preparation.
- Participated in high-stakes corporate audits spanning treasury operations, pricing mechanisms, joint ventures, and subsidiary entities — areas requiring cross-functional financial expertise and rigorous scrutiny of compliance and revenue integrity.
- Designed the Annual Audit Program and conduct training for new audit officers
- Independently led deep-dive special studies by selecting high-impact areas and analysing the end-to-end value chain to identify revenue leakages, cost overruns, and process inefficiencies — translating findings into actionable recommendations for senior management.

Accounts Officer (Odisha State Office) (May 2012 – Apr 2017)

Pricing Checking: -

- Led price checking and invoice validation for operations exceeding ₹20,000 crore annual turnover, ensuring revenue integrity and compliance with approved pricing structures. Coordinated with Higher Offices to communicate any discrepancies.
- Resolved discrepancies through structured debit/credit note controls, including identification and correction of a ₹2.5 crore LPG VAT misstatement, strengthening pricing oversight and financial accuracy.

Main Accounts: -

- Led financial closure and trial balance finalisation for operations exceeding ₹20,000 crore turnover
- Implementation of IND AS to ensure compliant and accurate financial reporting.
- Directed revenue budgeting of ₹250 crore per annum, allocation, and utilisation monitoring to maintain fiscal discipline.
- Partnered with government bodies and statutory auditors to ensure regulatory adherence and audit readiness.

- Strengthened financial controls across multiple locations, managed expense provisioning, and delivered product profitability and transportation under-recovery analysis to support pricing and strategic decision-making.
- Railway Collection
- Managed monthly receivables of approximately ₹100 crore from Indian Railways, ensuring timely collection and strong working capital discipline.
- Successfully recovered ₹1 crore of doubtful debts through structured follow-ups and stakeholder engagement.
- Achieved 100% collection efficiency in FY 2015 and FY 2017, strengthening cash flow stability and reinforcing revenue assurance controls.

Fixed Asset

- Managed payments and asset capitalisation exceeding ₹ 300 crore annually
- Additional ₹ 700 crore across 6 large-scale infrastructure projects at Indian Oil
- Led annual capital budgeting (₹ 300) and forecasting
- Drove Schedule II implementation to strengthen asset accounting accuracy, depreciation compliance, and audit readiness.

Banking Operation

- Oversaw daily bank reconciliations across multiple locations covering 30+ bank accounts, ensuring strong financial controls and timely issue resolution.
- Directed daily cash flow forecasting and liquidity planning to support seamless partner payments. Managed monthly cash operations involving ₹1,500 crore collections and ₹80 crore disbursements, optimizing working capital efficiency.
- Collaborated with Head Office and banking partners to strengthen treasury governance and ensure uninterrupted financial operations.

Accounts Payable /Vendor Payment

- Managed vendor payments of 500 crore per annum with full tax compliance (TDS, Service Tax, VAT, Excise),
- Strengthening statutory adherence and audit readiness.
- Drove periodic review and closure of vendor open items through cross-functional coordination.
- Administered employee payments (Other than Salary) for more than 350 employees, ensuring process accuracy and policy compliance.
- Oversaw settlement and accounting of lubricant credit notes of approx 75 crore per annum, EMDs, security deposits, and bank guarantees, reinforcing financial control and risk mitigation.

Education

Chartered Accountant (CA), Institute of Chartered Accountants of India (ICAI) | 2012
Chartered Financial Analyst (CFA), CFA Institute, USA | 2022
Bachelor of Commerce (B. Com), Delhi University | 2010

Accomplishments and Awards

Recovery of Bad debt of Rs. 1 crore from Indian Railways
Implementation of IND AS at Odisha State office Indian Oil corporation Limited

License & Certifications

SAP S/4HANA – Financial Accounting – SAP SE
SAP S/4HANA – Management Accounting – SAP SE
Forensic Accounting and Fraud Detection (FAFD) – ICAI
Investment Management with Python and Machine Learning – Coursera / EDHEC Business School
Finance & Quantitative Modelling for Analysts – Coursera / Wharton
Financial Technology (Fintech) Innovations – Coursera / University of Michigan
Mathematics for Data Science - Coursera/HSE University
Supply Chain Finance and Blockchain Technology- Coursera/New York Institute of Finance
Executive Data Science- Coursera/Johns Hopkins University
Excel Skills for Business- Coursera/Macquarie University