



Sachit Yerramilli

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Summary

Chartered Accountant working at the intersection of financial rigor and operational strategy. Across FMCG & retail, media, and startups, I care about solving complex bottlenecks, building teams around ownership, and contributing to businesses that leave a lasting, sustainable footprint

Professional Experience

Manager – Finance & Supply Chain | Moon Beverages (MMG India) | Delhi NCR

- Owned P&L management for a ₹4,000+ Cr top line, identifying revenue and cost levers; generated a savings pool of ₹60+ Cr (~2% EBITDA improvement) over two years.
- Implemented S&OP and S&OE processes and new supply chain, procurement and business analytics processes, streamlining ₹3,000+ Cr of revenue and costs.
- Led procurement and backward-integration strategy for PET preforms (~20% of RM cost), managing promoter-led investments, forecasts, financing and P&L of backward entities.
- Turned a captive 10 MW solar plant in Uttar Pradesh from loss-making to profitable within a year, securing regulatory approvals and ensuring self-sustenance.
- Represented the company before The Coca-Cola Company (India & Singapore teams) on procurement trends, buying forecasts, logistics and future investment decisions.

Lead – Finance, Strategy & HR | Moonshot Distribution System (MDS) | Delhi NCR

- Hired as the first employee; spearheaded the setup of operations, establishing processes and controls from the ground up and overseeing all functions with eight direct reports.
- Helped MDS with 50% month-on-month growth to ₹6 Cr MRR, scaling across five geographies, 100+ distributors and 10,000+ retail outlets within 18 months.
- Owned pricing strategy, brand onboarding and contract negotiations; designed sales incentive policies and tracked metrics across primary, secondary and tertiary channels.
- Set up the finance function (accounting, MIS, compliance) and led HR through a rapid scale-up from 120 to 250 employees in six months.

Assistant Manager – Financial Controllershship | HT Media | Delhi NCR

- Served as finance controller for four digital-first businesses, covering FP&A, AOP evaluation, budgeting and performance tracking; presented projections to senior management.
- Partnered with the Ad Ventures team on valuations and business finance for assets exceeding ₹1,500 Cr; automated SAP invoicing, saving 15 man-hours per month

Co-Founder | Medical Mom | Meerut / Delhi NCR

- Co-founded a WhatsApp-first e-pharmacy for elderly and chronic-care patients; scaled to ₹5 lakh MRR with <\$1,000 capital and a 90%+ customer reorder rate within two months.
- Led end-to-end operations with a team of four – procurement, fulfilment, cash management and B2B retail partnerships; acquired first 100 customers at <\$15 marketing spend.

Staff Accountant – International Tax & Regulatory | BSR & Co. LLP (Articleship) | Gurugram

- Executed direct tax assignments – income tax scrutiny proceedings, return filings, tax provisions, compliance and international tax advisory – for multiple clients.
- Industrial Trainee, Modi Mundipharma: financial management, reconciliations, business analysis and statutory compliance with regular governmental liaising.

Education

MBA (PGPX) – Indian Institute of Management, Ahmedabad	2026 – 27
Chartered Accountancy – Institute of Chartered Accountants of India	2019
B.Com (Accounting & Finance) – Indira Gandhi National Open University	2017

Accomplishments and Awards

- Appointed Lead of Productivity by Moon Beverages (2025) to partner with Coca-Cola India on benchmarking cost lines and running efficiency models.
- Formally elevated to double-hat as HR Lead at Moonshot Distribution System after successfully scaling the workforce from 120 to 250 employees in six months.
- Shortlisted for Shark Tank India (Season 1) with Medical Mom, clearing 2 of 3 rigorous multi-stage evaluation rounds.

Co/Extra-curricular

- Won laurels across school- and ICAI-level track-and-field and athletics events; active participant in cricket, football, chess and trekking.
- Selected as a regional speaker and presenter in formal Presentation and Debate Competitions organized by the Central India Regional Council (CIRC) of ICAI.