



SACHIT YERRAMILLI

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SUMMARY

An operator at the intersection of financial discipline and entrepreneurial thinking. Across FMCG, retail, media and startups, I have owned large P&Ls, built ventures from scratch and built teams around real ownership, turning complex bottlenecks into scalable systems with a lasting, sustainable footprint.

PROFESSIONAL EXPERIENCE

Manager, Finance & Supply Chain | Moon Beverages (Coca-Cola Anchor Bottler) Delhi NCR | Dec 2023 – Mar 2026

- Owned P&L management for a **₹3,500+ Cr top line**, identifying revenue and cost levers and generating a **savings pool of ₹60+ Cr (~2% EBITDA improvement)** over two years.
- Built an integrated planning and execution rhythm across sales, operations and procurement, supported by analytics, bringing over **₹2,000 Cr of procurement spend** under structured tracking, corrective action and sharper MIS.
- Operated as an extension of the promoter and leadership office, translating **leadership priorities** into cross-functional initiatives across sales, procurement, manufacturing and accounting.
- Partnered with IT to deliver digital infrastructure across the company, spanning ERP, procurement and logistics tools.
- Led the procurement and backward-integration strategy for **PET preforms**, a key raw material at **~20% of RM cost**, managing promoter-led investments, aligning forecasts with delivery, and overseeing the economics, financing and negotiations of the backward entities.
- Driving and managing key sustainability projects across the company, notably a captive **10 MW solar plant** in U.P., turning it **from loss-making to profitable within a year**, coordinating with liaising agencies and securing the regulatory approvals.
- Represented the company across multiple external platforms, engaging The Coca-Cola Company on procurement trends, logistics and investment decisions, and fronting discussions on new projects, prospective ventures and financing partners.

Lead, Finance & Strategy | Moonshot Distribution System (MDS) Delhi NCR | Jan 2022 – Dec 2023

- Hired as the **first employee**, spearheading the setup of operations from the ground up, establishing processes and controls across every function, and overseeing the full business with **eight direct reports**.
- Drove **50% month-on-month growth to ₹6 Cr MRR**, scaling across **5 geographies, 100+ distributors and 10,000+ retail outlets** in 18 months.
- Owned pricing strategy, brand onboarding and contract negotiations; designed sales incentive policies and tracked metrics across primary, secondary and tertiary channels.
- Led **crisis management** as a key stakeholder, containing organisation-wide **pilferage** through governance and control frameworks, and steering sensitive communications through vendor, brand and **large-scale workforce transitions** while protecting continuity.
- Set up and ran the finance function across accounting, reconciliations, MIS and compliance, while managing HR through a rapid scale-up **from 120 to 250 people in six months**, spanning recruitment and payroll, and delivering the metrics, insights and presentations that helped drive key decisions at the leadership level.

Assistant Manager, Financial Controllershship | HT Media Delhi NCR | Mar 2021 – Jan 2022

- Served as finance controller and business partner for **four newly launched digital businesses**, owning FP&A, AOP evaluation, budgeting and KPI tracking, driving process improvements, and presenting projections to senior management.
- Worked with the **Ad-for-Equity (AFE)** team, managing day-to-day transactions and driving valuations and business finance for assets exceeding **₹1,500 Cr**; also automated SAP invoicing to save **15 man-hours a month**.

Co-Founder | Medical Mom Meerut / NCR | Dec 2019 – Jan 2022

- Co-founded a **WhatsApp-first e-pharmacy** for elderly and chronic-care patients, offering doorstep delivery, prescription management and order tracking across allopathy, ayurveda and homeopathy.
- Scaled to **₹5 lakh MRR on under \$1,000 of capital**, achieving a **90%+ reorder rate within two months**, and acquired the **first 100 customers on under ₹1,000 of marketing spend** through a hyperlocal newspaper campaign.
- Managed every relationship end to end, from bankers, prospective investors and vendors to distributors, shopkeepers, delivery staff and customers, personally handling everything down to packing and delivery.
- Led end-to-end operations with a **team of four**, spanning procurement, fulfilment, cash management and brand-building, and owned the brand's identity and marketing from the ground up.
- Built **B2B partnerships** with retail pharmacies to open an OTC orthopaedic distribution channel, adding a second growth engine alongside the core D2C business.

Staff Accountant, International Tax & Regulatory | BSR & Co. LLP (KPMG India) Gurugram | Mar 2015 – Mar 2018

- Executed **direct and international tax** assignments across multiple clients, spanning income-tax scrutiny proceedings, return filings, tax provisions, compliance and advisory, including an industrial traineeship at **Modi Mundipharma** covering financial management, reconciliations and statutory compliance.

EDUCATION

Chartered Accountancy, Institute of Chartered Accountants of India 2019

B.Com (Accounting & Finance), Indira Gandhi National Open University 2017

ACCOMPLISHMENTS & EXTRA-CURRICULAR

- Appointed **Lead of Productivity** by Moon Beverages (2025) to partner with Coca-Cola India on cost-line benchmarking and efficiency.
- Elevated to a **double-hat as HR Lead** at Moonshot Distribution System after scaling the workforce **from 120 to 250** in six months.
- Shortlisted for **Shark Tank India (Season 1)** with Medical Mom, clearing 2 of 3 rigorous multi-stage evaluation rounds.
- Certified **Lean Six Sigma Green Belt** (KPMG).
- Selected as a **regional speaker** by the ICAI Central India Regional Council for presentation and debate competitions.
- Won laurels in track-and-field and athletics at school and ICAI level; active across cricket, football, chess and trekking.