



Utsav Pathak

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Summary

Chartered Accountant and former TAB Surfaces AGM with 7+ years of experience leading P&L, operations, strategy, financial analysis, ISO systems, sustainability and digital transformation in engineered quartz.

Professional Experience

Assistant General Manager & Management Appointee - IMS | TAB Surfaces / TAB India Granites Pvt. Ltd. | Hosur, India | Dec 2024 - Mar 2026

- Led the engineered-quartz division with full P&L ownership, an INR 50 crore budget and a cross-functional team of 200+ employees.
- Reported to the Managing Director and Chairman; contributed to new-product development, plant expansion, capex planning, potential acquisitions and relationships with global clients including IKEA and Caesarstone.
- Directed sourcing, production planning, quality, inventory, dispatch, sales and shop-floor operations; reviewed the domestic sales pipeline and digital-marketing performance.
- Served as Management Appointee / Representative for ISO 9001, ISO 14001 and ISO 45001; led internal and external audits, EcoVadis and other certification initiatives, improving the audit/compliance score from 65% to 95%.
- Received two out-of-turn promotions, became the youngest-ever Assistant General Manager in company history and advised the Managing Director and Chairman on major operational, financial and strategic decisions.

Operations Manager / Senior Operations Manager | TAB Surfaces / TAB India Granites Pvt. Ltd. | Hosur, India | Feb 2019 - Dec 2024

- Built the domestic quartz-sales channel in response to US trade disruption, generating about INR 10 crore annually and contributing more than 10% of plant sales.
- Delivered an INR 100 crore expansion project 10% under budget, saving about INR 10 crore and securing INR 2.5 crore in government subsidies.
- Designed and implemented a Toyota Production System-inspired gain-sharing system that delivered about INR 5 crore in annual savings and reduced plant attrition by 20%.
- Implemented just-in-time procurement, releasing INR 4 crore in working capital; delivered more than INR 7 crore in annual savings through major operating and strategic initiatives.
- Sourced an INR 50 lakh upcycling machine during a strategic visit to China, generating about INR 2 crore in annual savings.
- Initiated sustainable-quartz R&D after a China visit, helping create first-mover advantage in Australia, Europe and the US; spearheaded hazardous-slurry conversion with CarbonCraft and Tejas Sidal; and led app development, SAP ERP customization and an IoT-enabled Manufacturing Intelligence Platform.

Articled Assistant | PC Modi & Co (later R Sogani & Associates) | Jaipur, India | Sep 2013 - Sep 2016

- Executed statutory, internal and tax audits for clients across manufacturing, retail and service sectors.
- Performed financial analysis, identified process inefficiencies and handled Income Tax and Service Tax compliance.
- Managed company-law matters including incorporation and statutory filings.
- Received the 'Peacemaker' recognition for resolving difficult client-audit situations and turning tense working relationships into positive ones.

Education

Chartered Accountant (CA) - Institute of Chartered Accountants of India (ICAI)

Bachelor of Commerce - University Commerce College, University of Rajasthan | 2012-2015

Accomplishments and Awards

- Developed a customer and kitchen visualization tool; a design-patent application has been filed and is pending.
- Built a resume-screening AI tool during an HR leadership gap to support hiring processes.
- Appointed to the Governing Council of IIS University, advising on executive hiring, ERP selection and digital strategy.

License & Certifications

Financial Modeling & Valuation Analyst (FMVA) | Corporate Finance Institute | Mar 2026
Lean Six Sigma Green Belt | KPMG | Feb 2026
Certified Scrum Product Owner (CSPO) | Scrum Alliance | Jan 2026
Agentic AI | DeepLearning.AI | Jan 2026
Generative AI for Everyone | DeepLearning.AI | Jan 2026
AI for Business: Marketing, Finance, People Management, Strategy & Governance | University of Pennsylvania | Jul 2025
Artificial Intelligence for CA (AICA) | Institute of Chartered Accountants of India | Jun 2025
New Age Business Models - Gold Certification | Indian Institute of Management Bangalore | Jan 2025
Environmental, Social, and Governance (ESG) | Duke University | Dec 2024
Certificate Course on Indian Accounting Standards (Ind AS) | Institute of Chartered Accountants of India | Nov 2023
SAP Finance & Controlling (FI-CO) Power User Course | Institute of Chartered Accountants of India | Jan 2022

Co/Extra-curricular

- Founded and led Saturday Club at TAB, offering pro-bono sessions on Excel, tax filing, personal finance and meditation.
- Mentored an employee's son through CA; he later secured a role at Amazon.
- Developed a CA-fraternity CustomGPT trained on 50,000+ pages of ICAI publications.
- Created a viral CA revision-notes compendium with thousands of downloads per day.
- Serve as a Pay It Forward (PIF) volunteer mentor, supporting MBA aspirants with admissions and interview preparation (Nov 2025-Present).