

GAURAV PAHWA

Associate Director –Controller

Delhi, India

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EXECUTIVE SUMMARY

Finance & Controllership Leader with 17+ years of experience across SaaS, IT, hospitality, service Industry. Specialized in controllership, AP governance, FP&A, US GAAP, Big 4 audits, ERP transformations (Tally → SAP → NetSuite), insurance procurement, global automation, and M&A due diligence. Lead full controllership and US subsidiary compliance. Risk Management and SOX compliance in Finance. Strong record of improving close cycles, governance, automation, and global finance operations.

CORE COMPETENCIES

Controllership • FP&A • Governance • Risk Management • US GAAP • IFRS • Reconciliations • ERP (Tally→SAP→NetSuite) • Automation • Insurance Procurement • Treasury • M&A Due Diligence • Valuation • Big 4 Audits • IFC • SaaS Finance • Leadership • QuickBooks ProAdvisor • Sox 404 • Internal controls

PROFESSIONAL EXPERIENCE

Wingify Software Pvt. Ltd. (VWO) – Delhi

Associate Director – Controller | Jul 2015 – Present

Controllership & Compliance

- Lead controllership for India & US entities (AP, AR, revenue, tax, audit, payroll, reporting).
- Manage **1099, 1120, Delaware franchise tax**, state filings & cross-border compliance.
- Led ODI valuation & capital structuring for India → US funding.
- Lead and coordinated internal teams, external consultants, and banking partners in India, Singapore, and the USA for audits, filings, and ongoing operations.

M&A & Strategic Finance

- Played a vital role in Due diligence for **USD 200M acquisition** by Everstone Capital.
- Led AP-side diligence for India and full diligence for Wingify, Inc. (Delaware).

ERP, Automation & Payments

- Led ERP migrations: **Tally → SAP → NetSuite**. Built **host-to-host bank integrations** with Kotak & ICICI.
- Implemented MOR model for global collections.

- Reduced close cycle to **4–5 days** via automation and custom reporting.

Audit, Controls & AP Governance

- Led Big 4 statutory, internal & AP audits.
- Strengthened SOX-style controls 404 & fraud-prevention workflows.

Insurance & Risk

- Manage insurance portfolio for **450+ employees**; premium **INR 2 crore+**.
 - Monitoring Risk Control Matrix
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Rajeev & Associates – Delhi

Deputy Manager | Jul 2011 – May 2015

- Transitioned US CPA processes (Canon Business Services) to India.
 - Managed AP, AR, MIS reporting & reconciliations. Led SOP creation, audit support & IFC testing.
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Yum Restaurants – Gurugram

Accounts Payable (Fixed Assets) | Oct 2010 – May 2011

- Managed fixed assets, vendor payments & AP compliance.
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KEY ACHIEVEMENTS

- Due diligence for **\$200M acquisition**.
 - Reduced close cycle to **4–5 days** via automation. Automated global collections across 100+ countries, saving **\$100K annually**.
 - Implemented ISO 27001 & 27701.
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CERTIFICATIONS

ISO 27001/27701 Lead Implementor and Lead Auditor • QuickBooks ProAdvisor • IOFM Payables Manager • IFRS (IACT) • Lean Six Sigma GB • IIM Indore – Digital Transformation • IIM Kozhikode – Strategic Management • IIT Madras – Transactional Finance • Certified Sarbanes-Oxley Expert • Prompt Engineering • Artificial Intelligence

EDUCATION

MBA (Finance), NIBM – 2015
MBA (Supply Chain & Logistics), NIBM – 2014