

# Rajiv Agarwal

DOB: 22 February 1962

Location: New Delhi



**Kenyatta University, Nairobi**

**PHD (Finance)**

Nairobi, Kenya

Mar 2013 - Mar 2018

**Institute of company secretary of  
India**

**Company Secretary (1991)**

**Institute of cost & management  
accountants of India**

**Cost Accountant (1986)**

**Delhi University (DU)**

**B.Comm (1982)**

**M.Comm (1986)**

1982 – 1986



Program Management



Investor relations Management



Project Cycle Management



Financial reporting & audit



Financial & Strategic planning



P&L management



Tax Planning & Management



**IPQC Consulting**

2017-2021

(3.3 Years)

## Work Experience

**36 Years**

**Independent Director in Listed company**

*Kothari Fermentation & Biochem Ltd*

Advising Board on Financial matters

Chairman of Audit committee and member of remuneration committee

- Advising board on financial management and projects monitoring
- Coordinating with statutory and management auditors
- Reviewing and advising remuneration of board and non-executive directors and key professionals

**CFO Food & Agricultural Organization, United Nations (16 years) covered Somalia 8 years, South Sudan 6 years and Iraq 2 years)**

*Finance and operation Management*

- Led a team of 70+ national staff in Different countries
- Managed Finance and operations of 80-110 Mn US\$ across 40+ projects yearly
- Managed donor (akin to investors) relations with 20+ US & European Govt. agencies
- Responsible for planning and controlling financial budget at country & project level
- Spearheaded end-to-end inventory, asset, logistics & information management and developed sustainable systems for monitoring using ORACLE Financial ERP system
- Responsible to prepare project memorandums, including financial budgets, for pitching 3 to 5 new projects every month to donors to grow program size
- Financial and activity monitoring systems
- Donor reporting system integrating finance reports with project delivery reporting system.
- Heading finance, HR, Administration, Logistic and Information technology.
- Conceptualized and implemented operational trainings to national teams of various United Nations Organizations from 10+ African countries
- Nature of projects and budget managed
  - Managed program to develop physical capacity of ministries of agriculture, fisheries & livestock in South Sudan
  - Managed mass animal vaccination program to ensure health of livestock
  - Helped develop training & development programs for local population for self-sustenance
  - Building information and communication system to produce ATLAS for the country resources.
  - Building weather management systems for the country

**Financial Feasibility Consultant, FAO United Nation Iraq (2 years)**

*Worked to establishing edible oil & fruit juice manufacturing units in Iraq*

- Edible oil manufacturing & Apple and grape juice manufacturing plant
- Establishing a network of 40,000+ Farmers to produce raw material for agriculture projects to strength supply chain management.
- Establishing infrastructure for provided trainings for ministry
- Established assets management system for projects

**CFO & Company Secretary, Foremost Factors Limited (4 Years)**

*A Banking institution for f Bank of America, Lord Krishna Bank, & IFCI*

- Responsible to manage a 100 Mn US\$ factoring business
- Managed all FII investments in the company
- Member of Credit Committee, to decide credit ratings of the clients for all funding requirements

**Promoter & CEO, VSR Finance Ltd (5 Years)**

*Brokerage firm of financial instruments for large public limited companies & Government Institutions*

- Provided portfolio management services for large retail investors & institutions
  - Routed investments in large corporate fixed deposit schemes as brokerage house
  - Managed large amounts of Inter corporate deposits (ICDs)
- Advisory for new public issue (IPO) for compliance with SEBI, ROC & RBI.

**Finance Manager, Yamaha Motors Ltd (10 years)**

- Finance Accounting, Internal, external and management audit, developing Internal controls
- Working capital arrangements from Banks and financial institutions
- Public Issue Management and Placement of shares with Foreign financial institutions (FFI)

## Investment & Advisory to Start-ups

**Kshitij Online Education Private Limited**

- Invested in an early stage start-up in the online education domain for competitive exams.
- Helped in taking revenues to the level of INR 60 Lakhs yearly
- Wound up the business in 2015, due to lack of investors to expand further & become self-sustainable

## Key Interests & Extra-curriculars

- Avid sports enthusiast, still play cricket & volleyball actively
- Like to read books on strategy, operational excellence in business, mind management etc.
- Actively contribute to Social work by getting involved in community projects for water



2012-2015



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