

**PRITHVI RAJ BIJLANI**

**① DETAILS OF EXPERIENCE:**

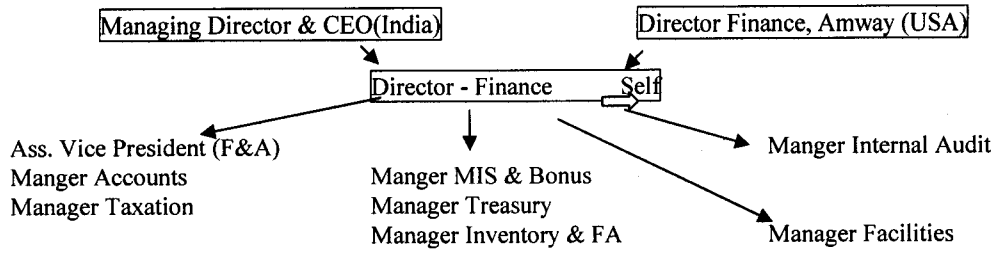
TOTAL EXPERIENCE ~30 YEARS

Organisation/ Period	Designation & Responsibilities
<p><b>AmSure Insurance Agency Ltd.</b> ( A Joint Venture of Amway India &amp; Hollard of South Africa)  Since April 2009</p>	<p><b>C.E.O</b> Multi location all India based Company responsible for formulation and accomplishment of Corporate Objectives</p> <ol style="list-style-type: none"> <li>1. <i>Formation of Long Term Plans strategies and Action plans</i></li> <li>2. <i>Formation and achievement of current year business plans.</i></li> <li>3. <i>Creation of value based performance oriented culture</i></li> <li>4. <i>Creating a capable, competent &amp; enabled organisation</i></li> <li>5. <i>Creating &amp; enhancing relationships with employees, up-line, Shareholders, Directors, Customers, Distributors &amp; Govt.</i></li> <li>6. <i>Corporate Social Responsibility.</i></li> </ol>
<p><b>Amway India Enterprise</b> (A subsidiary of Amway Corp, USA)  Multi location Multi level Marketing Company September 1999- March 2009</p>	<p><b>Director – Finance &amp; Facilities ( Director on the Board)</b> As part of senior management team responsible for formulation and accomplishment of Corporate Objectives</p> <p><b>Finance and Accounts:</b></p> <ol style="list-style-type: none"> <li>1. <i>Present annual &amp; long term business plans and obtain approvals from Policy Board of Amway Corp (US)</i></li> <li>2. <i>Present every quarter to Amway (US) achievement status of business plans along with strategies for the balance year to ensure achievements of Budgets &amp; plans.</i></li> <li>3. <i>Present every month, to Mancom detailed MIS analysing Revenues, expenses, departmentwise, Locationwise, Capital exp., Inventory , Bonus etc.</i></li> <li>4. <i>Participate in Management meeting to decide about almost every major decisions like policies, staff, customer satisfaction, Inventory, Marketing, pricing etc.</i></li> <li>5. <i>Legal matters</i></li> <li>6. <i>Trustee PF Fund, Superannuation fund and Gratuity fund.</i></li> </ol> <p>In addition, I am responsible for the following routine activities:</p> <ul style="list-style-type: none"> <li>• Budgeting-reviewing business related financial performance and analysis of variance</li> <li>• Internal Audit</li> <li>• Responsible for long term plan i.e. formulation of 3 year business plan and its achievement</li> <li>• Ensure appropriate policies, Procedures &amp; financial Controls to complement growing Business</li> <li>• Effective fund management including forex .</li> <li>• Effective Tax planning</li> <li>• Driving Cost optimisation/consciousness throughout the organisation</li> <li>• Designing and implementation of automated financial and accounting systems, Indian &amp; US GAAP</li> <li>• Complying with statutory and regulatory requirements</li> <li>• Liaison with auditors, bankers, RBI, CLB and other business associates</li> <li>• Manage entire facilities in the co.</li> </ul>

**Employee Satisfaction : Finance was rated highest on employee satisfaction.**  
**Employee of the year : From Finance function**  
**Two Finance guys were chosen in excellence club**  
 Also Finance won the first quiz competition.

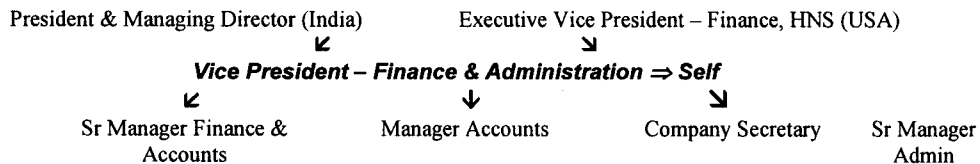
**Reporting Relationship in Amway India Enterprise:**

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Organisation/ Period	Designation & Responsibilities
<p><b>Hughes Escorts Communications Limited</b> (A subsidiary of Hughes Network Systems, USA)</p> <p>Multi location Satcom Company</p> <p>August '95</p> <p>July '99</p>	<p><b>Vice President – Finance and Administration</b></p> <p>As part of senior management team responsible for formulation and accomplishment of Corporate Objectives</p> <p><b>Finance and Accounts:</b></p> <ol style="list-style-type: none"> <li>1. Present annual &amp; long term business plans and obtain approvals from Board of Directors &amp; HNS (US)</li> <li>2. Present every quarter, to Board of Directors, achievement status of business plans along with strategies for the balance year</li> <li>3. Conduct every month, Business centre reviews with HNS (US)</li> <li>4. Participate in Management meeting to decide about almost every major decisions like policies, staff, customer satisfaction, pricing etc</li> <li>5. Participate actively in major business deals (&gt;Rs 50 m)</li> <li>6. Director on the Board of a Joint Venture Company in Sri Lanka</li> <li>7. Chairman of PF Trust</li> </ol> <p>In addition, I am responsible for the following routine activities:</p> <ul style="list-style-type: none"> <li>• Budgeting-reviewing business related financial performance and analysis of variance</li> <li>• Responsible for long term plan i.e. formulation of 3 year business plan and its achievement</li> <li>• Effective fund management including forex and commercial paper</li> <li>• Effective Tax planning</li> <li>• MIS</li> <li>• Designing and implementation of automated financial and accounting systems</li> <li>• Complying with statutory and regulatory requirements</li> <li>• Liaison with auditors, bankers, RBI, CLB and other business associates</li> </ul> <p><b>Administration</b></p> <ul style="list-style-type: none"> <li>• Creation and maintenance of infrastructure</li> <li>• Security and safety</li> <li>• Guest houses and vehicle fleet</li> <li>• Domestic and international travel</li> <li>• Vendor Development</li> <li>• Staff Welfare (QSM, get-togethers, happy hours etc.)</li> </ul>

**Reporting Relationship in Hughes Escorts Communications Limited:**



Organisation/ Period	Designation & Responsibilities
<p><b>SIMA Advance Technologies, Saudi Arabia</b> (An Information Technology Company )</p> <p>07.03.1994 - 30.06.1995</p>	<p><b>Vice President – Finance and Administration</b></p> <ul style="list-style-type: none"> <li>• Budgeting-reviewing business related financial performance and analysis of variance</li> <li>• Responsible for long term plan i.e. formulation of 3 year business plan and its achievement</li> <li>• Effective fund management including forex</li> <li>• MIS</li> <li>• Complying with statutory and regulatory requirements</li> <li>• Liaison with auditors, bankers and other business associates</li> <li>• Overall responsible for Accounts of the organisation.</li> </ul>
<p><b>CMC Limited</b> (A leading Information Technology Company)</p> <p>01.11.1986 - 28.02.1994</p>	<p><b>Corporate Manager Finance</b></p> <ul style="list-style-type: none"> <li>• Budgeting-reviewing business related financial performance and analysis of variance</li> <li>• Responsible for long term plan i.e. formulation of 3 year business plan and its achievement</li> <li>• Effective fund management</li> <li>• Effective Tax planning</li> <li>• MIS</li> <li>• Consolidation of Accounts</li> <li>• Complying with statutory and regulatory requirements</li> <li>• Liaison with auditors, bankers and other business associates</li> <li>• Secretary to PF Trust</li> <li>• Member of TQM group</li> <li>• Member of WAR group</li> <li>• Member of Executive Promotion committee</li> </ul>
<p><b>Steel Authority of India</b></p> <p>01.03.1984 - 31.10.1986</p>	<p><b>Jr. Manager – Finance</b></p> <ul style="list-style-type: none"> <li>• Budgeting-reviewing business related financial performance and analysis of variance</li> <li>• Overall responsible for Accounts of the Division</li> <li>• Project evaluation</li> <li>• MIS</li> <li>• Liaison with auditors, bankers and other business associates</li> </ul>
<p><b>Synthetic Foam Limited</b></p> <p>01.03.1979 - 31.01.1984</p>	<p><b>Accounts Executive</b></p> <ul style="list-style-type: none"> <li>• Budgeting-reviewing business related financial performance and analysis of variance</li> <li>• Overall responsible for Accounts of the organisation.</li> <li>• Effective fund management</li> <li>• Funding from IDBI, ICICI, PICUP</li> <li>• MIS</li> <li>• Complying with statutory and regulatory requirements</li> <li>• Liaison with auditors, bankers, RBI and other business associates</li> </ul>

**APPRECIATION**

- In AIE have outstanding performance rating
- In HECL Stealth Marketing Award.
- In CMC Four consecutive outstanding performances from 1989 to 1992
- In SAIL nominated Best Executive in the year 1986.

③ **OTHER DETAILS:**

Date of Birth 11<sup>th</sup> October 1955

Educational Qualification

- Fellow Chartered Accountant
- Diploma in Business Management and Industrial Relations
- Bachelor of Commerce

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Languages Known English, Hindi, Sindhi and Punjabi

Sport Golf

