

Our Key Team Member



Vembo Shivakumar Chartered Accountant & Cost Accountant

Sales Leader

Profile Summary

Technologically adept, result-oriented and inspiring leader with over 20 years of multi-country experience, with proven track record of improving Finance & Operations functions, in Global IT-MNCs in APAC.

Besides Finance, Commercial and Sales Operations role, Vembo has held Project Management (ERP) and Sales Management positions in his illustrious career.

Areas of Expertise

- Business Strategy, Financial Planning & Analysis (FP&A)
- Commercial & Technology Pricing (Software, Hardware, Cloud, Services, Rate Cards)
- Business Practices, Deal Desk, Exception Management, Deal Structuring, Contracts Negotiations
- Controllership, US GAAP, Revenue Recognition
- Finance Transformation, Shared Services Moves
- Corporate Governance, FCPA Compliance, SOX
- Sales Operations Management, Market Segmentation
- Sales Productivity, Sales Incentive Compensation
- Business Process, Automation
- Talent Development & Management

Key Strengths & Achievements

- Strategic thinker, analytical aptitude, business acumen, operations evangelist, change agent
- Deep understanding of digital world, technology, go to market drivers
- Strong on accounting, financial policies, tax, transfer pricing, cost savings, treasury, M&A
- Good knowledge of ERP, CRM, HCM, BI tools
- Relationship builder, with excellent presentation, communication, interpersonal skills, with ability to inspire & motivate with multiplier effect

Key Achievements:

Yielding in growth, cost savings, operational excellence, improved productivity by integrating people, process & systems, focusing on decision making, stakeholder management, people management in a matrix reporting environment

- Mentor & lead from the front, institute proactive engagement, professional development, achieving <20% staff turnover
- Part of Regional Leadership team. Own P&L, influence business strategy, investment initiatives through data driven intelligence leading >20% growth
- Interim Managing Director, leading cross-functional team in customer interactions, with solution-oriented and customer centric approach
- Incorporate entities in South Asia, drew business case for growth, regulatory, funding, grants
- Formulated executive reporting, KPI, deal milestone tracker, risk management covering 80% revenue
- Championed technology pricing, enterprise licensing, deal structure, agreement framework, deal desk approvals, policies, compliance, sales training reducing cycle time by 50%
- Setup, manage Philippines Deal Desk, India Finance SSC: Spearhead functional moves, drive best practices, key performance metrics, dashboards, quality, self-service, change management, business continuity, SLA, knowledge transfer contributing 50% savings