

CA NITEESH GUPTHA, ACCA

Management Consultant | Founder's Office | Co-Founder

Chennai, India | +91 90032 53395
contact@niteesh.me | www.niteesh.me

Enterprise BPR across retail and manufacturing	ERP / UAT requirements, testing and adoption	Dashboards MIS, inventory, sales and working capital	Founder's Office GTM & Partnerships	Financial Rigor reconciliations, leakages and working capital
--	--	--	---	---

PROFESSIONAL SUMMARY

CA and ACCA member with 3+ years across management consulting, finance transformation, business process reengineering, ERP implementation, internal controls, MIS dashboards and founder's-office growth. Experienced in translating ambiguous business problems into structured diagnostics, operating models, SOPs, RACI, financial controls, dashboards and adoption routines across retail, manufacturing environments.

Looking to work on high-impact roles that solve real business problems through analytical thinking, financial discipline, stakeholder alignment and hands-on execution.

EDUCATION

- **ICAI** - Chartered Accountancy; CA Foundation (Distinction)
- **ACCA** - Member
- **Loyola College**, Chennai - B.Com. (Honours), International Business / Commerce
- **UC Leuven-Limburg, Belgium** - Erasmus+ Scholar; International Business Management; top 4 Loyola students selected
- **National Public School** - Grade XII - 98%; School Topper (Commerce)

MAJOR TOOLS / SOFTWARES

Tally | Power BI | Looker Studio | Zoho Creator | Darwinbox | HubSpot | Python | Java Script | Excel | Google Sheets | AppScripts | Google Workspace |

CERTIFICATIONS

- Zoho Creator Associate Developer
- Darwinbox Certified Practitioner
- Google Analytics / Google Ads
- edX Big Data Strategies and Blockchain Applications
- YouTube Content Ownership / Music Rights

RECOGNITION

- Team award for Rs. 4,000 Cr+ retail BPR turnaround - PKC
- Relationship Excellence for leading Rs. 100 Cr retailer BPR - PKC
- Versatile Virtuoso individual performance award - PKC
- Best Presenter - SIRC of ICAI MCS
- Erasmus+ Scholar; Student Jury Winner for Best Marketer, UCLL, Belgium

PROFESSIONAL EXPERIENCE

PiAxis AI | Growth & Partnerships - Founder's Office | Chennai | Feb 2026 - Jun 2026

- Worked with founding partners on GTM for AI workflow solutions for architecture and engineering firms across the Americas and Australia; supported ICP definition, lead sourcing, outbound sequencing, cold-call coordination, CRM hygiene and partnership follow-ups.
- Supported investor-readiness through financial projections, pitch-deck storyline, GTM narrative, website/SEO inputs, founder profiles, product-development inputs and partnership outreach.

PKC Management Consulting | Management Consulting Senior Associate - Articleship | Chennai & Others | May 2023 - Feb 2026

- **Transformation design:** Led and supported BPR and finance-transformation workstreams across jewellery retail/wholesale, manufacturing, e-commerce; owned diagnostic walkthroughs, as-is mapping, gap logs, FRDs, SOPs, controls, dashboards, UAT, training and adoption follow-through.
- **Large-scale retail controls:** Structured controls for a Rs. 4,000 Cr+ multi-store jewellery retailer across procurement, inventory, sales, accounts, branch operations, customer follow-up and statutory workflows; converted manual owner-led practices into dashboards, maker-checker controls, alerts, escalation routines and employee-level accountability.
- **Finance impact:** Automated and strengthened TDS/GST, supplier credit, POS-to-books, RTGS/NEFT and payment approval workflows; reduced manual effort by about 40% per entry, recovered Rs. 50L+ from supplier controls, reconciled Rs. 19 Cr+ mismatch and enabled Rs. 3L immediate spend correction through dashboard visibility.
- **Mid-market retail transformation:** Designed purchase planning, stock-ageing, sales, inventory and vendor dashboards for a Rs. 200-300 Cr diversified retail group; documented 65+ system requirements, 100+ process/reporting requirements, 40+ control points and 70+ trigger areas across Tally/ERP workflows.
- **Working-capital and inventory value:** Helped unlock Rs. 50L+ old-stock clearance and Rs. 23L+ estimated purchase-control savings through ageing dashboards, purchase-order discipline, ABC discount logic, supplier onboarding and inventory visibility mechanisms.
- **Manufacturing diagnostics:** Led a 4-member time-and-motion study for a global 24/7 technical textile manufacturer; identified 50 improvement levers across quick wins, tactical actions and transformational initiatives for productivity, shop-floor discipline and employee morale.
- **Digital and analytics builds:** Built dashboards and workflow trackers for e-commerce product development, created a Python-based return-evidence workflow to isolate video intervals for refund/claim support, and pioneered a single-site consulting delivery repository for dashboards, SOPs, process flows, trackers, implementation evidence and training material.
- **Business development:** Represented the firm in networking forums and management-association events; contributed to proposal scopes and CXO pitches across hospitals, diamond manufacturing, medical manufacturing, agriculture, oil, surgical equipment, rubber, e-commerce, AI robotics, real estate, education and architecture.

Inkmeo | Co-Founder | Remote / Chennai | 2019 - Present

- Co-founded an education/creative-products brand combining reusable learning products, AR interaction and pop-out cards; handled product ideation, creative direction, supplier coordination, website operations, marketing experiments and customer feedback loops.
- Built entrepreneurial exposure across pricing, inventory, digital commerce, brand storytelling, children-focused product development and performance-marketing execution.

CA NITEESH GUPTHA, ACCA

Management Consultant | Founder's Office | Co-Founder

Chennai, India | +91 90032 53395
contact@niteesh.me | www.niteesh.me

CAPABILITY DEPTH

- **Problem structuring and diagnostics:** Breaks ambiguous owner/CXO pain points into process, people, system, control and financial levers; conducts walkthroughs, stakeholder interviews, evidence capture, gap logs and current-state maps.
- **Finance transformation and controls:** Designs chart-of-accounts restructuring, daily book-close discipline, TDS/GST automation, pending-bill clean-up, vendor onboarding, statutory/non-statutory due-date trackers, RTGS/NEFT approvals, petty-cash digitisation and AP/AR visibility.
- **Procurement and inventory:** Builds purchase-order discipline, reorder-level logic, ageing dashboards, goods-inward controls, stock tagging, branch/counter-wise allocation, old-stock liquidation, vendor credit-period planning and exception reporting.
- **Sales and customer funnel:** Creates customer response capture, callback routines, non-conversion analysis, staff-wise performance visibility, sales-to-footfall linkage, incentive automation, price/discount controls and negotiation transparency.
- **ERP and implementation:** Converts process gaps into software requirements, FRDs, report matrices, alerts/escalations, access roles, master-data preparation, UAT scripts, training manuals, issue logs and post-deployment adoption routines.
- **Analytics and management rhythm:** Develops sales, stock ageing, purchase, vendor exposure, receivables, OD utilisation, product/category trend, staff performance and customer feedback dashboards; embeds review cadence and decision ownership.
- **Automation and internal build:** Creates spreadsheet-led decision tools, Python workflow utilities, Google Workspace repositories, dashboards and project delivery sites to deliver consulting output across engagements.
- **Communication and change:** Produces CXO-ready decks, workshops, walkthrough summaries, proposals and training documentation; works with owners, CFOs, store managers, accountants, inventory teams, vendors, implementation partners and frontline staff.

FUNCTIONAL PORTFOLIO

- **Retail and jewellery:** procurement, inventory, sales, accounts, branch controls, customer follow-up, old gold, chit/girvi, stock movement, rate changes, wastage masters, repairs and approval sales.
- **Manufacturing and operations:** time-and-motion study, shop-floor discipline, productivity levers, morale interventions, quick-win prioritisation and implementation sequencing.
- **E-commerce and digital:** product-development stage gates, owner ageing, returns evidence workflows, funnel visibility, refund/claim support and management trackers.
- **Growth and founder's office:** ICP definition, outbound campaigns, CRM discipline, founder positioning, investor decks, financial projections, website/SEO and partnership development.

SELECTED IMPACT EVIDENCE

- **Rs. 4,000 Cr+ multi-store jewellery retailer:** Procurement, inventory, sales, accounts, customer follow-up and branch controls; about 40% lower TDS/GST effort per entry, Rs. 50L+ supplier recovery, Rs. 19 Cr+ POS-to-books reconciliation and dashboard-led spend correction.
- **Rs. 300 Cr diversified retail group:** Purchase planning, stock ageing, inventory visibility, vendor discipline and customer response; Rs. 50L+ old-stock clearance, Rs. 23L+ estimated purchase savings, 100+ reports, 40+ controls.
- **Rs. 100 Cr regional jewellery retailer:** Delegation, finance controls, dashboarding, chit/girvi, and sales incentives; 15+ hours/week saved through incentive automation and stronger RACI/SOP discipline.
- **Rs. 25,000 Cr+ jewellery enterprise:** Contract-manufacturing proposal and operating narrative; decision-ready pitch integrating capacity, cost, controls, risks and implementation approach.
- **Global 24/7 technical textile manufacturer:** Time-and-motion study, productivity, morale and shop-floor process discipline; 50 actionable improvement points across quick wins, tactical actions and transformational levers.
- **E-commerce portfolio:** New Product-development dashboards and return-video automation; end-to-end visibility from ideation to sale-live and faster claim support through video interval isolation.

EARLIER EXPERIENCE

- Audit/accounting internships covering Standards on Auditing, CARO 2020, financial statement preparation, individual tax filings and regulatory documentation across IBC, MCA, independent-director and responsible-business guidance.
- Graphic design internship developing Tamil-literature-inspired apparel concepts and final print designs, strengthening visual problem solving and customer-facing communication.

LEADERSHIP AND RESEARCH

- President - corporate storytelling club; Head of Marketing and Branding - campus entrepreneurship programme; MUN administration and TEDx operations exposure.

DIFFERENTIATORS

- Consulting rigour with implementation bias - builds tools, trains employees and tracks adoption instead of stopping at recommendations.
- Comfortable across boardroom, shop floor, finance desk, store counter, software vendor and founder team contexts.
- Able to package field diagnostics into quantified impact, control architecture, data visibility and CXO-ready decisions.