

ANIL AGARWAL

COMMERCIAL FINANCE AND FP&A LEADER | CHARTERED ACCOUNTANT (ICAI, INDIA)

Auckland, New Zealand |  anil@ca-anil.com |  [linkedin.com/in/anil-agarwal-72136b3b](https://www.linkedin.com/in/anil-agarwal-72136b3b)

New Zealand work rights: up to 25 hours per week during study, subject to visa conditions

PROFESSIONAL PROFILE

Commercial finance leader and Chartered Accountant (ICAI) with 14+ years of experience across FMCG, retail, and consulting. Combines FP&A, business partnering, supply chain finance, trade-spend governance, and capital investment control to improve margins, cost discipline, and management decision-making. Experienced in multi-market and enterprise environments including Reliance Consumer Products, AB InBev, EY and Bright Diva Group, Singapore. Currently Auckland-based and completing an MBA in Strategy and Leadership with specialization in Global Business at Massey University.

CORE EXPERTISE

- Commercial finance & business partnering | FP&A | budgeting, forecasting & variance analysis
- Margin improvement | trade-spend ROI | supply chain and logistics finance | cost optimisation
- CAPEX and fixed-asset governance | financial controls | audit readiness | management reporting
- Cross-functional leadership | stakeholder engagement | finance transformation | data analytics

PROFESSIONAL EXPERIENCE

Senior Manager - Commercial & CAPEX Finance (May 2023 – Feb 2026)

Reliance Consumer Products Ltd | FMCG | Approx. revenue NZD 200-240M

- Partnered with modern trade, general trade, operations, engineering, and tax stakeholders to support commercial and investment decisions.
- Owned budgeting, forecasting, and performance analysis across multi-channel revenue streams, translating variances into clear management actions.
- Improved gross margin by 5-6% through tighter trade-spend governance, return-on-investment analysis, and disciplined commercial review.
- Governed the CAPEX lifecycle from approval through asset capitalisation, strengthening controls, audit readiness, and reporting accuracy.
- Led capitalisation of manufacturing assets valued at approximately NZD 400M, supporting approximately 15% tax efficiency through structured depreciation.

Manager - Business Budgeting & Planning (Jun 2022 – Apr 2023)

AB InBev | Beverages | Approx. revenue NZD 1.7B

- Led budgeting and rolling-forecast processes and partnered with operations and commercial teams on performance delivery.
- Analysed freight, warehousing, and distribution costs to identify operational levers and improve supply chain visibility.
- Delivered 2-3% logistics cost savings through optimisation of freight, warehousing, and distribution.
- Improved planning discipline through structured forecasting, variance analysis, and data-led performance reviews.

PROFESSIONAL EXPERIENCE - CONTINUED

Senior Business Consultant (Dec 2020 - May 2022)

Ernst & Young (EY)

- Led finance transformation assignments spanning reporting design, data migration, and enterprise-system change.
- Redesigned chart-of-accounts structures to improve reporting consistency and accuracy.
- Spearheaded migration from legacy platforms to enterprise systems, coordinating finance and IT stakeholders through delivery.
- Collaborated across finance and IT teams to reinforce reporting structures and support successful implementation.

Head - Commercial Finance & Operations (Apr 2015 – Oct 2020)

Bright Diva Group (Related Party–Royal Tele Trading Pte Ltd) | Singapore | Cosmetics manufacturing and distribution | Import-Export of Mobile Phones, Laptops and Accessories (Samsung, Apple, etc.)

- Led commercial finance and supply chain operations across Singapore, Malaysia, Vietnam, Middle East and USA.
- Partnered with retail customers on pricing, promotions, and trade-spend decisions, delivering 6-7% cost savings.
- Reduced supply chain costs from 7-8% to 2-3% by relocating and centralizing SEA operations to Malaysia.
- Delivered Tally ERP 9.0 and other ERP systems implementation ahead of schedule and within budget, strengthening accounting, financial and operational reporting.
- Secured multi-million-dollar credit facilities with financial institutions to support growth and working-capital needs.

EDUCATION & PROFESSIONAL QUALIFICATION

Master of Business Administration (MBA), expected 2027 | Massey University, Auckland - Strategy and Leadership; Global Business

Chartered Accountant | The Institute of Chartered Accountants of India (ICAI)

SYSTEMS & ANALYTICS

SAP FICO | Anaplan | Power BI | Advanced Microsoft Excel | MYOB | Syspro | Tally ERP 9.0

PROFESSIONAL MEMBERSHIP (NEW ZEALAND)

Institute of Finance Professionals New Zealand Inc. (**INFINZ**)

Member ID: 15146

References available on request.