

# NILESH J. AGASHIWALA

Secaucus, NJ | nilesh@agashiwala.com | 929.375.0677 | <https://careerwebfolio.com/NAgashiwala/>

## STRATEGIC FINANCIAL EXECUTIVE & CONSULTANT

**Propelling Operational Performance • Improving Processes • Optimizing Profitability**

**Result-Oriented Financial Executive & Consultant** – with extensive experience delivering CFO, FP&A, and accounting services to domestic and international companies of all sizes. Proven expertise in streamlining and improving accounting processes, controls, and reporting. Proficient in negotiating favorable terms and rates with banks or lenders. Innate leadership qualities to guide and mentor teams of up to 25 finance professionals while maintaining low turnover of high-performance employees. Adept in forging enduring, mutually beneficial relationships with clients, employees, investors, partners, and vendors. Knowledgeable in due diligence, global takeovers, and M&A.

### CORE COMPETENCIES

- Public Accounting
- Financial Projections & Strategies
- Payroll Administration
- Portfolio Management / Consolidation
- U.S. GAAP Financial Reporting
- Internal / External Audits
- Investor Relations & Reporting
- Financial Consulting & Leadership
- Bank Negotiations

### PROFESSIONAL EXPERIENCE

#### Kaizen Advisors | Secaucus, NJ

2019 – Present

*A business consultancy providing outsourced CFO services, FP&A, and accounting.*

##### Principal Consultant | Owner

Provide bookkeeping and accounting services to small businesses to streamline accounting processes and reporting along with month-, quarter-, and year-end closing for internal and external audits. Manage satellite office in India with three employees.

- **Re-engineered client internal controls** to generate more efficient results.

#### Fabrikant-Tara International, LLC | New York, NY

2015 – 2019

*A subsidiary of Tara Jewels Limited, a publicly traded jewelry designer & manufacturer based in India.*

##### Chief Financial Officer

- **\$13 million uptick in the asset-based line of credit facility** attained at best financing rate.
- **Arranged three investors for global takeover** as the parent company faced bankruptcy.
- **Augmented cost savings and efficiency** by outsourcing some accounting functions.
- **15% surge in global sales realized** by playing a key role in obtaining a \$20 million line of credit.

#### Kiran Group USA | New York, NY

2012 – 2015

*A division of Kiran Gems, a \$1+ billion international diamond and jewelry company.*

##### Chief Financial Officer

Oversaw finance and accounting for three wholesale jewelry companies, one retail business with 35 outlet stores in Alaska and the Caribbean, and a holding company.

- **30% decrease in data entry** accomplished by leading implementation of new accounting systems.
- **Improved cash flow & the payable cycle** by streamlining accounting processes.
- **25% credit facility increase** achieved through negotiations with the bank.

#### Prestige Corporation | Jersey City, NJ

2010 – 2012

*A laundry services business serving 110 hotels with four processing plants and 175+ staff.*

##### Controller

Led GAAP accounting for four companies, a management firm, and two investment organizations with total annual revenues of \$30 million. Provided control accounting, compliance, and financial statement preparation.

- **50% boost in productivity & dramatic cost reductions** attained by consolidating multiple accounting and billing systems into one Microsoft NAV platform.

- **Introduced proper accounting controls** for key balance sheet accounts including cash, receivables, fixed assets, payables, and accruals.
- **50% faster closing time** realized by improving month-end close processes.
- **0% turnover of productive employees** achieved in managing a team of 15 finance professionals, encouraging staff development that led to many internal promotions.

**APF Properties, LLC | New York, NY****2008 – 2009**

*A \$250 million unregistered commercial real estate fund with eight properties in New York & Pennsylvania.*

**Controller**

Guided financial operations of the fund. Led an accounting team of three nationally recognized property management entities. Reviewed capital calls and distributions. Participated in new property acquisitions. Ensured GAAP compliance.

- **75% surge in efficiency** reached in year-end closing and tax return review processes.
- **Played a key role in closing a \$103 million property.** Conducted due diligence and valuation of a \$100 million acquisition as well as several other acquisitions valued at a combined \$700 million.
- **50% reduction in month-end close time** realized by improving processes.

**Trinity Hotel Investors, LLC | New York, NY****2007 – 2008**

*A \$200 million fund comprised of 21 hospitality investments.*

**Controller**

Collaborated with the executive leadership team, investors, lenders, and management firms. Assessed capital calls and distributions after considering multilayered IRR and waterfall calculations. Established accounting for a portfolio of 18 holdings. Consolidated financial statements of 22 hotels in seven various portfolios. Instigated reporting and internal accounting controls at the corporate level and each hotel. Guided annual and semi-annual audits and tax filings.

- **\$100,000+ in annual savings** gained by revamping the accounting procedures for five portfolios and eliminating the need for external accountants.

**Janus Financial Services, Inc. | Princeton, NJ****2005 – 2007**

*A private equity / venture capital firm engaged in hedge fund and factor / asset-based financing.*

**Vice President of Finance & Operations | Controller, Private Equity / Hedge Fund Division**

Managed GAAP accounting for a \$25 million hedge fund, \$20 million private equity fund, and \$5 million in factor financing. Governed accounting, compliance, and financial statement preparation for on- and offshore hedge funds, PE funds, and investment management companies. Led daily accounting functions including SEC 10Q and 10K filings, audits, and reviews. Abbreviated the month-end closing process.

- **67%+ drop in the financial statement preparation time** obtained by consolidating three companies.

**-PREVIOUS EXPERIENCE-****Senior Accountant | Prajapati Associates, LLP | New York, NY**

Delivered accounting, compliance, and tax expertise to a portfolio of 70 clients including private equity and real estate funds. Performed comprehensive audits of client financial operations, accounting processes, tax issues, and recordkeeping. Prepared tax returns for clients. Researched GAAP accounting and regulatory matters.

**Senior Accountant & Management Consultant | Ramesh Sarva, CPA, PC | Forest Hills, NY**

Consulted with clients in retail, service, technology, and wholesale sectors. Assessed technology infrastructure for large clients and provided recommendations to enhance performance of financial applications. Evaluated system workflow, reporting, and accuracy. Supported client finance and accounting operations by analyzing data, reconciling accounts, and leading audits.

**Accountant | State Bank of India | Mumbai, India**

Administered payroll for 250 employees in 50 departments. Managed general bookkeeping and trial balance preparation.

**EDUCATION**

*Bachelor of Commerce, Financial Accounting, & Economics* / University of Mumbai – India  
*Diploma in Computer Management* / Management Institute of Software – Mumbai, India