

---

## **Sr Manager-Accounting, Pune- Leading Consulting Firm ( CA/ MBA/ Mcom-12+yrs )**

for Leading CA Firm

**Job Location :** Pune

**Salary :** 15 - 20 Lakh Per Annum

**Experience:** 10,16 Posted on: 22 Feb

**Industry:** Financial Services

**Job Type :** Permanent

## **Job Description**

---

Employer : Leading CA Firm

Designation – Sr Manager

Profile - Finance & Accounting

Job Location – Pune

Qualification – CA/ MBA/ Mcom (12+yrs)

Roles & Responsibilities:-

Business growth

-Understanding client business and creating awareness regarding SKP group's service offerings;

- Sensing client needs and generating additional opportunities with existing clients

- Contribute to new business opportunities (writing proposals, conducting scope discovery,

-diagnostic and other workshops, lead transitions etc.)

- Client Relationships

Build long term client relationships;

- Engage with clients' mid and senior management to grow the relationship beyond that of a

- service provider to that of a trusted business partner; Make SKP the first port of call for any client need.

- 
- Service Excellence Ensure that service delivery consistently meets committed SLAs;
  - Constantly seek opportunities for adding value to clients;
  - Create and foster a culture of continual improvement in the team at all levels;
  - Look for opportunities to transform delivery processes to keep them at least in line with leading practice in the domain.

#### People Development

- Create and foster a healthy work environment;
- Create and foster a culture of continual learning at all levels in the practice;
- Ensure that development opportunities in the form of training programs, individual development plans and job rotation are available to all members of the team;

Engage actively with the L&D function to ensure that development programs are aligned to the needs of the practice and its people; Provide mentorship to those who seek it.

#### • Financial Performance

- Ensure that contracted revenues are billed out;
- Maintain and improve gross margins at project level;
- Ensure timely collection of receivables. •

Exposure of transition / migration is preferred •

Please share your CV at [saket@phenomplacement.com](mailto:saket@phenomplacement.com) with below details:

1. Current CTC
2. Expected CTC
3. Current Employer
4. Current Location

---

5. Ok for Pune Location-Yes /No

Regards,

Saket

Phenom Placement

saket@phenomplacement.com

**Keywords:**

## **Desired Candidate Profile**

---

**Education:** Chartered Accountant (CA)

**Experience:** 10,16