



CHIEF FINANCIAL OFFICER FOR HALF-A-BILLION DOLLAR AUTOMOTIVE CLIENT



The Client

The Client is a 2000 crore 2 & 3 wheeler tyre manufacturer, which is part of India's leading Auto Ancillary group. The client is into manufacturing industrial pneumatic tyres, flotation, motorgrader, farm & implement tyres, skid steer tyres, multipurpose tyres and vintage tyre and rolling of more than 26 million tyres annually.

HR Challenges

Client engaged a Transformation Consultant for rolling out change management programs. Client had made a blue print for a sale of Rs 4000 Crore in 3 years. Thanks to smart planning, organization was cash rich; hence, client wanted us to recommend CFOs who (along with other proficiencies) was savvy on treasury management. In addition, he had to align with strategic plans of the organization and raise performance of F&A function.

Engagement Highlights

Selection panel comprised of seniors in the organization led by the MD; short-list from this selection were interviewed and cleared by the Auditors of the Organization. We played a significant role during salary negotiations and provided an innovative & win-win solution to make the professional accept working from the Corporate Office in a relatively less attractive location.

Duration

The best fit was identified in 6 weeks' duration

Value to the Client

The professional selected had all-round acceptability.

