

From 0 Recruiter Calls to an Offer.

63 Days to a confirmed offer.

How Nirav J., a high-performing Finance Leader with ~13 years of experience across Amazon and Reliance Industries, went from a generic application footprint to an executive-level breakthrough, landing a premium FP&A and Business Partner Finance leadership role in just 63 days.

1 Offer

Secured via Executive Branding

63 Days

From optimization to job offer

₹450 Cr+

Revenue enabled across multi-project portfolios

TRUSTPILOT ★★★★★ VERIFIED

Nirav

IN · 1 review

3 hours ago

★★★★★

I wanted to take a moment to share some...

I wanted to take a moment to share some incredible news and express my deepest gratitude for your support. I have officially accepted a new job offer—complete with a 35% salary hike!

I could not have achieved this milestone without your expertise. Your team was exceptionally accessible and responsive throughout the entire process.

In particular, I want to highlight the incredible turnaround with my interview preparation. Initially, even after finalizing my resume, I wasn't getting the traction I hoped for.

I was incredibly impressed by your superb questionnaire and your masterful understanding of the job role. Getting those details right is so critical when drafting a standout resume, and your precise approach laid the perfect foundation for my entire job search.

However, your team stepped in, completely redrafted my interview strategy from scratch, and provided coaching that was a total game-changer.

Your guidance turned my interviews from stressful hurdles into confident conversations.

Thank you for your insightful, dedicated, and transformative support. I will gladly recommend your services to anyone looking to level up their career.

Published Trustpilot review.

"The branding and interview coaching support completely transformed my professional narrative.

3B in capital exposure—into a clear case study of business impact rather than just a list of financial responsibilities. I walked into interviews with true executive presence."

Nirav J. · Senior Manager—FP&A Corporate & Commercial · July 2026

63 Days

Time to Offer

FP&A & Business Partner Leader

Role Achieved

Leadership Aura

Partner

SECTION 01

Client Background

An accomplished Finance Leader whose deep operational expertise was failing to communicate his high-impact commercial outcomes.



Nirav J.

SeniorManager — FP&A Corporate & Commercial | CAPEX Evaluation & Investment Strategy.

~13 Yrs Exp

Amazon & Reliance Industries

FP&A / Business Finance / Treasury

CURRENT ROLE
Senior Manager – FP&A

TARGET ROLES
Director / Head of FP&A & Business Finance

PREFERRED LOCATIONS
Mumbai / Corporate Hubs

LINKEDIN SSI (BEFORE)
42 / 100

The Starting Point

Nirav J. is a highly accomplished financial strategist with ~13 years of extensive experience driving financial planning & analysis, capital allocation, and performance governance across multi-project and capital-intensive corporate environments. Throughout his career at global market leaders like Amazon and Reliance Industries, he has unlocked immense commercial value—enabling ₹450 Cr in revenue, governing a ₹280 Cr portfolio, and managing capital exposure up to USD 3B. Despite his stellar track record in executing complex financial transformations, designing advanced treasury structures, and guiding board-level decisions, his career growth had hit an unexpected roadblock.

His existing resume failed to reflect the massive scale, commercial scope, and strategic leadership vision of his work, reading instead like a basic list of daily operational tasks and financial reporting duties. He reached out to our team for specialized executive optimization.

What followed was an intensive, data-backed strategic repositioning and interview coaching plan that took his profile directly to top-tier decision-makers, converting his background from static data points into a premium leadership offer within exactly 63 days.

SECTION 02

The Real Challenges He Was Facing

Not a capability problem. A visibility, positioning, and boardroom articulation problem.

01

Zero Recruiter Callback Traction

Nirav was applying out to premier finance roles but hearing absolutely nothing back. Despite his high corporate competency and tenure at top-tier firms, his applications were getting lost in applicant tracking systems (ATS) and recruiter piles because his macro leadership metrics weren't front and center.

02

Generic Narrative & Weak Leadership Positioning

While he was managing multimillion-dollar capital allocations and steering high-level risk mitigations, his old profile lacked explicit executive branding. It framed him merely as a task-focused, hands-on manager rather than a strategic business partner who influences company-wide profitability.

03

Under-Levelled Role Alignment & Interview Gaps

he faced a critical hurdle in interviews: he lacked the structured framework needed to confidently present his career as an achievement-led business case, falling back on describing daily responsibilities instead of owning his executive presence.

SECTION 03

Gaps Identified via Our Positioning Framework

- **Hidden Business & Financial Scale:**
His original profile completely ignored his leadership over a ₹280 Cr multi-project portfolio, ₹450 Cr in revenue enablement, and up to USD 3B in capital exposure, masking the actual commercial footprint of his financial governance.
- **Absence of High-Value Finance & Strategy Keywords:**
High-demand leadership pillars—such as CAPEX Evaluation, Investment Strategy, Performance Governance, Business Partnering, and Treasury Strategy—were structurally absent or buried, severely diminishing his discoverability on professional platforms.
- **Underplayed Wins:**
Game-changing career achievements, such as executing a complex finance transformation that increased reporting accuracy from 70% to 87%, or reducing cash cycle timelines from 15 days down to 7, were presented as passive tasks rather than aggressive business accelerations.

SECTION 04

Our Structured Approach

Three defined stages. Each with a clear, visible deliverable.

STEP 01

Deep Profile Extraction & Quantification

We moved away from generic duties ("preparing reports", "excel tracking") and extracted the underlying business scope. We mapped out his exact impact across large-scale capital deployments and complex commercial agreements to position him as a true cross-functional business partner.

STEP 02

Designing the Elite "Executive Structure"

We abandoned the basic single-column layout for a high-impact, two-column executive format. We introduced a dedicated "Core Expertise" matrix mapping out high-level disciplines like Profitability & Margin Optimization, Commercial Finance, and AOP Leadership to capture automated recruiter searches instantly.

STEP 03

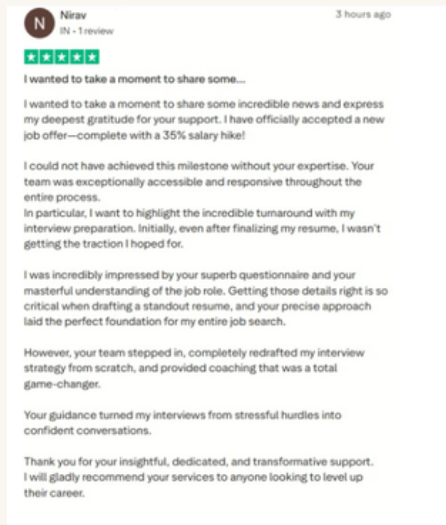
Repositioning for High-Tier Discoverability & Interview Mastery

We re-anchored his professional narrative around his biggest levers emphasizing scale, variance diagnostics, and risk exposure management. To address the interview gap, we integrated 3 intensive interview coaching sessions. This completely shifted his verbal delivery from describing basic responsibilities to pitching measurable business impact, drastically improving his executive presence, communication, and storytelling during executive rounds.

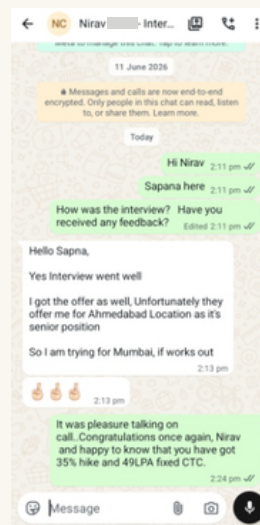
SECTION 05

The Work. In Real Time

Actual screenshots from the engagement. Names and contact details fully redacted.



"I had an excellent experience with this resume service. Went from zero visibility to securing a phenomenal leadership offer." — Nirav J.



"Just wanted to say I got the job. Rebranding + 3 interview sessions turned my profile completely around." — Nirav J.

SECTION 06

Resume: Before vs After

The same 5-year career. A completely different executive story.

X BEFORE | Generic and Task-Focused

NIRAV J***** - MBA (Business Finance)
 Mobile: +91-123-456-6756 |

Senior Level Commercial Finance Professional
 FP&A Management | Treasury Operations | Financial Roadmap Planning | Strategic Business Partnering | Liquidity Analysis
 13 years of experience in improving organizational financial strength (FP&A, Commercial and Treasury) while directing entire financial operations as per business goals. Proven ability to build, revise & turn businesses into remarkable growth by restructuring cash flow reports and introducing new cost management systems. Record of undertaking 20 Engineering & Gasification Projects across diverse locations with a value of INR 280 Cr.

PROFILE SYNOPSIS
 Organizations Worked With:
 Precision Gasification Services Pvt. Ltd | Reliance Industries Ltd.

Strategic FP&A & Enterprise Financial Leadership

- Achieved Finance Leader, drives enterprise-level FP&A, financial planning, and performance management across capital-intensive in partnering with leadership teams to translate strategy into significant financial results
- Ability to introduce cost-control initiatives and deliver revenue/expense analytics to senior leads that support margin planning
- Analytical rigor in leading enterprise-wide financial planning, annual budgeting, rolling forecasts, and long-range strategic models

Commercial Finance, Pricing & Deal Advisory:

- Proficiency to perform deep-dive analysis to track product-wise and segment-wise profitability and contribution margins
- Expertise in defining strategy for deal structuring, margin optimization and contract profitability for large-scale industrial deals
- Promote long-term business partnerships amongst stakeholders, business leaders & clients by integrating new financial systems

Business Partnering & Executive Decision Support:

- Excel in providing data-driven insights, financial modeling, and investment evaluations that directly influence capital allocation
- Command over annual operating plans and multi-year FP&A strategies with a focus on variance diagnostics, and financial analytics
- Tracks the performance of business units for efficient project reporting, revenue outflow resolution and project's cash flow

FUNCTIONAL SKILLS

- FP&A Project Leadership
- Financial Performance Goals Setting
- CAPEX and OPEX Planning
- Variance Analysis
- Budget Management
- Strategic Business Forecasting
- Project Cash Flow Analysis
- Headcount Reporting
- Credit Facility Analysis
- Variance and Fixed Expense Analysis
- Financial Systems Implementation
- Stakeholder Collaboration
- FP&A Team Mentorship
- Procurement Contract Ownership
- Commercial Deal Negotiation

EMPLOYMENT DETAILS
Senior Manager (FP&A Corporate & Commercial)
 Precision Gasification Services Pvt. Ltd. (PGSPL) | Mumbai / Rajkot | July 2017 – Present
 Geographic coverage for managing Engineering & Gasification Projects: USA | Mumbai | Rajkot | Other Client Sites

Value Offered:

- Led 20 Engineering & minor EPC Projects across India, Saudi, France and USA (Annual revenue: INR 450 Cr. | Project: INR 280 Cr.)
- Individualy restructured crucial project cash flow reports using trend analysis; Impact: Lessened generation time (15 to 7 days)
- Redesigned crucial project cash flow reports and strengthened forecasting models; Impact: Enhanced cash flow by INR 90 Cr. And lessened overall risk exposure by 25-30%
- Conceptualized and implemented robust cost management systems as per business policies and requirements
- Presented key financial reports for the Audit Committee, and the Board to ensure accurate dissemination of financial information to stakeholders (internal and external)

Deliverables:
FP&A Leadership:

- Accountable for cash flow optimization, credit facilities, liquidity planning, funding, CAPEX/OPEX planning to support long-term financial resilience while leading high-performing FP&A team
- Provide key financial insights to Accounts Payable & Receivable Cycle; thereby maintain accurate financial forecasting / reporting
- Oversee all aspects of reporting, forecasting, treasury support, accounts payable/receivable cycles, and consumption analysis
- Manage high visibility reporting & report expenses across multiple levels to ensure deployed capital maximize value creation

Nirav Resume | Confidential

✓ AFTER | Board-Level CFO Narrative

Nirav J*****
FP&A & BUSINESS PARTNER FINANCE | CAPEX EVALUATION & INVESTMENT STRATEGY, PERFORMANCE GOVERNANCE
 ~13 yrs Driving financial Planning & Analysis, Capital Allocation, and Profitability across Global Oil & Gas Capital-Projects ₹450 Cr Revenue Enabled | ₹280 Cr Portfolio Governed | ₹90 Cr Liquidity Improvement Delivered | USD 3B Capital Exposure

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Profile Summary Finance professional with ~13 yrs across FP&A, commercial finance, and treasury environments. Owns enterprise performance, capital allocation, and financial decision frameworks across multi-project and capital-intensive business models. Builds integrated financial ecosystems combining planning, analytics, and governance, enabling leadership teams to drive investment prioritization, margin expansion, and operational discipline at scale.

ENTERPRISE FINANCIAL IMPACT

- Improved cash flow and increased liquidity through better working capital management
- Improved margins through pricing decisions and commercial analysis
- Built forecasting models to improve revenue visibility and planning accuracy
- Set up cost tracking systems to improve project-level financial visibility
- Supported business expansion decisions through financial analysis and market evaluation
- Improved capital allocation using ROI and payback-based investment decisions
- Enabled leadership decisions through clear financial reports and insights
- Reduced reporting time and improved accuracy through process automation

Core Expertise

Financial Planning & Performance Governance	Capital Allocation, CAPEX Evaluation & Investment Strategy
Commercial Finance & Pricing Strategy	Budgeting, Forecasting & ADP Leadership
Profitability & Margin Optimization	Cost Governance, Working Capital & Financial Control
Business Partnering & Executive Decision Influence	Revenue Modelling & Financial Analytics
Treasury Strategy & Liquidity Management	Enterprise Stakeholder Management & Financial Alignment

Work History

Amazon Pvt. Ltd. Senior Manager - FP&A Corporate & Commercial - Directed enterprise FP&A and treasury across ₹280 Cr multi-project (20+) portfolio - Redesigned cash flow and working capital cycles improving liquidity ₹90 Cr supporting ₹450 Cr revenue - Established financial governance frameworks enabling capital allocation discipline and performance visibility - Owned enterprise P&L performance covering revenue margins cost structures and profitability drivers - Shaped expansion strategy through financial modelling and structured market opportunity evaluation - Evaluated CAPEX investments using ROI and payback frameworks supporting capital allocation decisions - Presented board-level reviews influencing strategic direction and capital deployment decisions - Secured four-year contract through product feasibility analysis and market demand validation - Structured commercial agreements improving profitability and contract-level financial outcomes - Enabled sales strategy through financial translation of business plans into measurable outcomes - Built and led FP&A team delivering planning forecasting and executive reporting outputs - Led ADP and forecasting cycles aligning business plans with financial outcomes - Defined KPI architecture linking cost initiatives with measurable enterprise performance outcomes - Executed finance transformation improving reporting accuracy from 70% to 87% - Automated reporting and APAR cycle tracking reducing timelines from 15 to 7 - Owned performance dashboards and analytics frameworks enabling real-time decision visibility - Tracked segment profitability identifying key margin drivers across customers and projects - Delivered variance diagnostics reducing project risk exposure by 25-30% across portfolio - Evaluated pricing and volume drivers enabling strategic decisions across business units - Developed pipeline conversion frameworks improving execution visibility and backlog planning accuracy - Performed cohort style revenue and pipeline analysis improving conversion visibility and forecasting precision	Mumbai / Rajkot, India Jul 2017 - Present
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What Specifically Changed

The Executive Header Transformation:

Transformed a basic contact header into a powerful value statement: "FP&A & Business Partner Finance | CAPEX Evaluation & Investment Strategy, Performance Governance", instantly setting a high-impact, premium tone at the first glance.

The Power Metrics Block:

Pulled hidden corporate data to the absolute top of the page, establishing immediate leadership credibility by highlighting a ₹450 Cr revenue enablement, ₹280 Cr portfolio governed, and USD 3B capital exposure before the recruiter even reads the first sentence.

Action-Oriented Impact Framing:

For example, instead of just stating he handled reporting timelines and variance tracking, the resume now details how he "executed finance transformation improving reporting accuracy from 70% to 87%" and "reduced project risk exposure by 25–30% across the portfolio."

Introduction of Core Expertise Infrastructure:

Structured a prominent, keyword-optimized matrix explicitly indexing high-tier domain strengths like Capital Allocation, Budgeting & Forecasting, and Profitability & Margin Optimization to align with modern ATS filters and turn his profile into an inbound recruiter magnet.

Ready to be found? Start with a 7-Second Executive Scan™

www.leadershipaura.com · [Connect with Sapana Nikhade on LinkedIn](#)