

Raj Singh

A calculated strategist with an established history in technology retail, world-class financial modelling experience and a robust software engineering background. Driven by a clear understanding of commercial success, always positioned in areas of responsibility where the most financial benefit can be affected. Focused on quality and pride of work, placing the customer at the forefront of commercial strategy paired with meticulous attention to detail.

- Financial Analysis
- Business Processes
- Team Leadership
- Forecasting & Modelling
- Business Intelligence
- Teaching & Training
- Retail Strategy
- Pricing Management
- IT Projects

Employment History

Tec7 Limited » House of Fraser (Stores) Limited

May 2007 – May 2012

Selected as Head Buyer, as part of a small founding team, working closely alongside the Managing Director on various projects to direct the company through its start-up and infancy; as business requirements developed, transitioned to BI Manager, to engineer user focused management information systems. Developed tools and reports to improve business performance by driving quicker, more informative decision making, adding value by improving visibility of information, automating routine analysis and alerting teams to areas of interest or concern. These systems went on to completely replace the EPOS MIS reports and query tools in day to day operation across the company.

Converted from employee to consultant; continued ad-hoc development of efficient, timely, cost savvy reporting and intranet platforms; undertook key commercial development projects under direct instruction of the MD in areas of expansion or concern. Completed the consultancy after a decision by the House of Fraser board to absorb the business from a wholly-owned subsidiary to an own bought department, as part of a major organisational restructure.

Business Consultant

2009 - 2012

- Project managed business transition; conducted stock transfer of £3M across 26 sites, working alongside Capgemini and HOF finance teams to execute the transfer and complete alignment checks to ensure accuracy.
- Created an exclusive data infrastructure, allowing all reports and query tools to accurately calculate the value of the technology industry peculiarity known as “sales out allowances”, tracked to invoice line-item level granularity; ultimately allowing management to understand the true gross profit value of each individual transaction.
- Designed a business planning system which allowed stakeholders to set simple targets which would be projected into individual staff sales targets as well as purchasing budgets for the buying team and management accounts.

Business Intelligence Manager

2007 - 2009

- Rebuilt the entire business intelligence function by pioneering two Microsoft SQL - SSRS servers to extract data from the EPOS system on sales, products, stock and more. Delivering results to staff through web interfaces and a suite of 50 unique reports for better access to accurate information, assisting their daily responsibilities.
- Built an intranet communication platform for management teams to quickly and clearly communicate strategy to store staff; Constructed daily management dashboards to track KPIs and a variety of inventory management web interfaces for accurate live stock data within stores to better assist targeted product sales strategies.
- Devised processes for reporting extended warranty registration data to Domestic & General and other agencies for facilitating our extended warranty service and to meet legal requirements such as TV Licensing registration.
- Assigned projects to an outsourced IT services company, and managed all additional IT expenditure for the maintenance and on-going development of the company's distributed network and EPOS system.

Head Buyer

2007 - 2007

- Established over 20 new supplier relationships with prominent technology brands across the industry, founding the business supply chain, which would become the core foundation of the entire operation.
- Co-ordinated the purchase of residual stock from House of Fraser's existing own-bought business; valued at £750k, administered the distribution across 23 locations and defined retail prices to ensure continuity of business.
- Procured consumer electronics inventory valued at £5M within 6 months to revitalise the brand and diversify the product catalogue with cutting edge technology to return the business to profitability.
- Established processes across all teams, detailing deliverables, devising training materials and communicating business needs to guide over 80 inherited and 20 new staff members with the new trading strategy.
- Recruited management team members to populate empty positions in the management hierarchy.

Financial Mechanics Ltd

March 2008 – August 2010

An unexpected opportunity allowed for a career migration into corporate finance where knowledge of financial accounting mechanics, sophisticated teaching & training methods and the Microsoft Excel environment expanded both vastly and rapidly; continued to support Tec7 in a part-time capacity whilst pursuing corporate finance experience.

Built, audited and reviewed precise granular discounted cash flow models with long term financial forecasts used to represent the performance of an asset, portfolio or project. Constructed using Excel, to specific industry standards, maintaining flexibility through design and transparency of calculations to provide ease of use across the corporate finance sector. Migrated to the role of consultant following recession impact on the core business.

Business Consultant

2009 - 2010

- Coached and managed an overseas development team to build websites including www.fast-standard.org and the Web 2.0 e-learning portal www.fi-mech.tv featuring paid content through HSBC payment gateways.
- Conducted a large database migration from Intuit QuickBooks UK 2006 to QuickBooks US 2009. The project included design and implementation of British VAT taxation on the US accounting software database.

Analyst

2008 - 2009

- Built various client models alongside the directors; engineered teaching, construction and operations models for various projects in sectors ranging from healthcare, education, transportation, energy and leisure.
- Led a model reconstruction for a large public sector construction project using US accounting standards. Built a 40 year cash flow forecast with quarterly granularity to assist in managing project cash flows.
- Developed a suite of in-house time and cost saving utilities and the VBA code for the majority of critical model build assignments, including the operational model for three major London underground lines.
- Lead teaching assistant on all medium and high capacity courses. Taught in locations ranging from South America, Africa, Europe and the Middle East with a diverse client base that included 9 out of the top 10 banks.
- Restructured the Salesforce.com CRM database with consolidation of various lead generation channels tailored to business needs, resultantly enhancing the availability of market knowledge.

Micro Anvika Ltd

February 2003 – May 2007

Joined as a part-time sales executive in the Selfridges & Co. concession, promoted to run the department as a Concession Manager shortly after a year; led a team of 13 personally picked staff, growing annual turnover by 287% to £3.1M within 18 months, firmly establishing the department as the top earning brand of the store.

Approached by the Managing Director to fill the key position of Category Manager in the senior management team. Responsible for managing notebook computer range planning, the largest product category of the business, representing 55% of the £55M turnover in 2006-2007; a yet unbeaten record for both turnover and profit.

Category Manager

2006 - 2007

- Developed supplier relationships with tier 1 brands such as Sony, HP, Toshiba and Samsung to increase stock accessibility and gain supplier sponsored events, promotions and marketing initiatives.
- Dramatically improved cash turn by accurately forecasting buy-in and sell-through by aligning current ranges with historical trends; consideration given to increased market demands, shifts in market focus and current events.
- Composed editorial for the monthly sales magazine distributed through high street publications such as T3.

Concession Manager

2003 - 2006

- Spearheaded relocation of the concession with the aim to increase footfall; negotiated extra storage space for holding niche inventory on-site and piloted many emerging products as a test location for the buying team.
- Established product showcases across prime locations in the department store, increasing brand awareness.

Professional Development

Financial Mechanics – Financial Modelling Courses

Mar 2008 - Jun 2008

T101 Foundation Financial Modelling - Core construction techniques; included inflation indexation and deferred tax.

T201 Project Finance Modelling – Design techniques to evaluate equity returns and secure non-recourse debt. Included construction financing, term financing, net present value (NPV) and internal rate of return (IRR) calculations.

University of Manchester - BEng Software Engineering

Sept 2002 - Jun 2006

Software Language Proficiencies – Microsoft SQL, SSRS, ASP, .NET, MySQL, PHP, AJAX, Perl & MS VBA.