

SANTHOSH KUMAR GOPINATH

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TECHNICAL SKILLS

- **Accounting & Finance:** Accruals, Month-End Close, Fixed Assets, GL Reconciliations, Variance Analysis, Budgeting, Forecasting, Management Reporting, Pricing & Billing, SOX Controls
- **Systems & Tools:** QAD, SAP FICO / S/4HANA, Oracle, SQL, Excel (Advanced, Power Query, VBA), Tableau, Power BI, QuickBooks

WORK EXPERIENCE

Partner Therapeutics | Financial Accountant (Contract) | Seattle, USA

Dec 2025 – Present

- Supported month-end close by preparing Excel-based headcount and payroll accrual schedules, recording \$300K-\$500K in monthly accrued expenses in QAD ERP.
- Tracked fixed assets totaling approximately \$2M-\$3M in book value, supporting asset transfers and reconciliations between Excel schedules and QAD general ledger balances.
- Assisted the accounting team with variance checks and supporting documentation to ensure accruals and fixed asset records were complete and audit-ready.

Val-U-Max Consulting | Business Analyst | Seattle, USA

Mar 2025 – Nov 2025

- Analyzed logistics, packaging, and indirect spend using benchmark data and price trends, identifying 10–15% savings opportunities for clients.
- Built automated Power BI dashboards to track supplier performance, SKU-level costs, and contract compliance, improving reporting speed and accuracy.
- Worked with procurement and operations teams to consolidate vendors and reduce high-variance categories, strengthening negotiations and cost control.

MSD Apparels | Financial Analyst (Full time) | Chennai, IND

May 2020 – Aug 2023

- Managed \$1.3M in controllable spend across 22 stores using SAP FICO, improving forecast accuracy by 10-12% through tighter cost tracking and month-end reviews.
- Built Tableau dashboards to analyze SKU-level margins and store profitability, helping leadership identify underperforming locations and supporting a decision that saved \$250K annually.
- Automated monthly invoice processing for \$87K in vendor payments using Excel VBA, cutting processing time by 4 days and lowering manual errors by 40%.
- Prepared monthly P&L summaries, variance reports, and cost insights using SAP + Excel, enabling store managers to adjust staffing, pricing, and inventory decisions.

Falcon3D | Co-Founder/ Head of Finance (Part time) | Chennai, IND

Feb 2017 – Aug 2023

- Built pricing, budgeting, and billing processes for 3D printing and prototype orders using Excel + Power Query, supporting revenue growth from \$60K to \$250K across 35+ clients.
- Forecasted costs for filament, resin, aluminum frames, and imported printer parts, improving spend visibility and reducing budget variance by 20% (\$15K+ avoided).
- Managed AR/AP, cash flow, GST filings, and vendor reconciliations, ensuring steady liquidity for production and client delivery.

PROJECTS

Apple TV+ Formula One Strategy Analysis | Financial Modeling | [Quick Read](#) | [Detailed Report](#)

- Developed \$1.05B investment financial model projecting \$2.2B profit over 5 years and evaluating 5-7M subscriber acquisition strategy.
- Analyzed demand engineering framework and competitive positioning vs. Netflix to justify \$1.05B spending for ecosystem lock-in and customer lifetime value.

Xbox GamePass Tiered Pricing Profitability Model | Subscription Finance Modeling | [Dataset](#) | [Report](#)

- Built multi-tier financial model (Standard, Premium, Ultimate) simulating churn, ARPU, CAC, and breakeven timelines.
- Forecasted subscriber growth from 5M to 30M and benchmarked pricing/retention vs. EA Play and PS Plus.

EDUCATION

- **Master of Science in Finance** – University of California, Riverside

Sep 2023 – Dec 2024

- **Bachelors in Accounting** – Loyola College, Chennai

Jun 2016 – Mar 2019

CLUB & LEADERSHIP EXPERIENCE

Highlander Financial Club | Analyst | California, USA

Sep 2023 – Dec 2024

- Built Excel models and Tableau dashboards to track a \$250K student investment portfolio, presenting quarterly insights to faculty.

Highlander Gaming Club | Manager/Team Leader | California, USA

Oct 2023 – Dec 2024

- Managed a \$7K annual esports budget, handling event planning, vendor payments, and tournament expense tracking.