

BHUPINDER SOOD

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FINANCIAL SERVICES PROFESSIONAL

Finance professional with entrepreneurial career spanning government and private sectors, with comprehensive knowledge of audit, taxation, regulatory compliance and business advisory.

- **Conceives and grows new enterprises from greenfield;** identifies market opportunities and target client base. Onboards customers and delivers excellent service.
- **Builds and monetizes relationships with demanding stakeholders;** acts as trusted adviser to board and C-suite stakeholders; offers guidance on business strategy and influences key decisions.
- **Pairs technical command of finance and control functions with commercial acumen;** applies critical thinking to interrogate balance sheets, P&L and financial statements.

PROFESSIONAL EXPERIENCE

CRUNCH BOOKKEEPING SERVICES, A DIVISION OF BRESSLYN VENTURES INC,

NASHVILLE, TN, USA

2011 – PRESENT

Founder and Managing Director

Set up consulting firm from inception. Offered comprehensive finance services to portfolio of small and medium-sized enterprises.

- **Built financial and business advisory firm from scratch;** conceived strategic service offering and established policies, procedures and systems to ensure compliance with regulations.
- **Hired, motivated and directed team of three;** onboarded best available talent. Planned and managed workflows. Mentored and coached colleagues.
- **Resolved 90% of IRS audits successfully and reduced client tax liabilities by more than 15%;** conducted detailed analyses of client tax liabilities.
- **Delivered 30% gain in operational efficiency;** streamlined financial processes and reporting. Integrated automation and technology for customer base.
- **Optimized client financial planning;** collected and analyzed financial data for key decision-makers. Presented actionable insights to predict financial trajectories and influence business planning and strategy.
- **Ensured regulatory compliance across portfolio;** prepared financial statements and other required mandatory reports and returns. Advised clients on evolving regulatory requirements.

TENNESSEE SECRETARY OF STATE, NASHVILLE, TN, USA

2005 – 2011

Compliance Auditor

Conducted compliance audits of non-profit charitable organizations licensed in Tennessee; sustained compliance and achieved high degree of accuracy.

PROPRFIT SHOES, NASHVILLE, TN, USA

1997 – 2005

Owner

Founded, grew and sold successful business selling comfort footwear and custom-made orthotics, with sales of \$1.2M per annum.

DEPARTMENT OF CONSERVATION, NASHVILLE, TN, USA

1981 – 1997

Internal Auditor

DEPARTMENT OF REVENUE, NASHVILLE, TN, USA

1974 – 1981

Tax Auditor

KEY SKILLS

Financial Compliance ♦ Regulatory Auditing ♦ Client Relationship Management ♦ Tax ♦ Financial Statements ♦
Business Advisory ♦ IRS Audit Resolution ♦ Business Development ♦ Origination ♦ QuickBooks ♦ ERP Systems ♦
Balance Sheets

EDUCATION

BSc Economics, University of Hull, UK

ADDITIONAL INFORMATION

Professional Development: completed MBA coursework at both Emory University and University of Tennessee;
multiple training programs in software

IT: QuickBooks Online & Desktop, ERP systems, finance software, data tools

Outside Interests: active US equity investor with average annual returns of c.20%; avid property investor