

CA MOHIT KUMAR SHARMA

Achievement-Driven Professional, acknowledged for providing strategic planning to leverage tax benefits; improving operations and sustainable business opportunities & compliance, targeting assignments in **Investment Growth, Economic Modelling, Regulatory & Corporate Affairs**



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Core Competencies

Investment growth planning

Economic Modelling

Strategy and Operations

Sales & Business Development

Tax & Regulatory

Transition Support

Customs & International Trade

Regulatory Compliance

Business Process Improvement

Risk Analysis

Management /MIS Reporting

Cross-functional Coordination with Global Teams

IT Skills

MS Office & Internet Applications

Soft Skills



Profile Summary

- **Competent Professional with more than 11 years of experience** in driving profitability & growth across Taxation, Business Development & Operations with hands-on experience in financial & operational performance monitoring
- Presently working as a **Director** with the Regulatory, Tax & Incentives practice of **KPMG India**, with over 14 years of functional expertise in the subject matter
- Working extensively on various business development and strategic initiatives within the firm
- Spearheaded engagements related to **incentives planning, economic modelling**, location feasibility and regulatory analysis of various greenfield and brownfield investment opportunities across sectors
- Working with various **clean energy transition sector** opportunities across diverse sectors including Green Hydrogen, Solar and Electric Vehicle
- Supporting various multi-national organizations in managing their Tax, Customs and International Trade operations
- Impacted organisation profitability through effective sales tactical management decisions and new business development
- Skilled in leading economic modelling, business analysis, **business growth identification opportunities** across diverse sectors
- Skilled in various economic and regulatory issues prevailing in the country and worked on related **PLI government schemes in diverse sectors including Green Hydrogen, Solar, Mobile & Electronics sector** *inter alia*
- **Key People Leader**, who has **successfully led, mentored & coached team members**, towards growth and success in the organization



Education & Credentials



Institute of Chartered Accountants of India in 2013
All India Rank 34 in CA Finals



Professional Certification in Strategic Management from Indian Institute of Management (IIM) – Kozhikode in 2020



Bachelor of Laws (LL.B) from University of Rajasthan in 2018



B.Com.(Hons.) from University of Delhi in 2013



Organizational Experience

Oct'24 onwards – KPMG Assurance and Consulting Services LLP

Director – Tax & Regulatory, Global Trade & Incentives Advisory



Key Result Areas:

- Advising companies in planning brownfield/ greenfield investment opportunities across diverse sectors
- Working extensively on clean energy transition arrangements with special focus on Green Hydrogen, Solar and Electric Mobility transition opportunities with various companies
- Working with Central government ministries and various State government departments in drafting and implementing diverse Industrial Policies for enhancing business augmentation across various greenfield and brownfield investment projects

- Advising companies in strategizing their investment plans in different State(s), negotiating with State government authorities on possible incentives agenda and related non-fiscal benefits

- Nurtured and led teams in sourcing, managing and implementing new business opportunities by identifying potential clients, holding conferences, workshops and seminars
- Supporting organizations in strategizing their operations in order to remain compliant with the regulatory requirements and bring in efficiency of operations
- Advising various multinational clients on wide range of assignments including identification of tax planning and restructuring options, tax advisory and compliances, health checks/reviews and due diligence projects and contract structuring for clients
- Helping several companies in their GST implementation journey, including drafting of revised business processes along with identifying ERP changes, adjusting with new accounting and internal control requirements from a tax stand point
- Imparting technical training seminars for various sector companies to train workforce at various levels of the organization
- Conducting various ERP audits and due diligences from a tax stand point, to ensure appropriate internal controls at data capturing and reporting levels
- Helping several companies in re-structuring their existing supply chain mechanism from a tax optimization stand point
- Advising various multinational clients on wide range of assignments including:
 - Economic modelling for various greenfield and brownfield investment opportunities
 - Identification of tax planning and restructuring options
 - Litigation review
 - Industrial process reviews
 - Financial impact analysis
 - Tax advisory and compliances
 - Health checks/reviews and due diligence projects
 - Contract structuring
 - Free Trade Agreements ('FTAs') at bilateral and multilateral forums, along with Foreign Trade Policy Advisory
- Streamlining various industrial processes (including ERP functioning) in varied sectors, including manufacturing plant operations, R&D units, service entities, SEZs, EOUs, Customs bonded areas, *inter alia*

Previous Experience

Nov'14-Sep'24 Ernst & Young LLP as Director – Tax & Regulatory, Global Trade & Incentives Advisory

Sep'13-Nov'14 KPMG India as Senior Executive – Tax & Regulatory Services

Internship

Jan'11-Sep'13 KPMG India Tax & Regulatory Services

Personal Details

Date of Birth: 27th December 1992

Languages Known: English and Hindi

Address: New Delhi