



**The Institute of Chartered Accountants of India**  
(Setup by an Act of Parliament)

# Indian CA- A Global Traveler

**NIKHIL SATHE**

**At the Pune Branch of WIRC of ICAI**

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# Nikhil Currently Managing Director of M & A Advisory at Prestigious Armstrong & Associates



- Nikhil has been CFO of Genpro Inc, NJ based Non-Asset 3PL between 2013-2018.
- Prior to Genpro Nikhil worked as a CFO of Kelron Logistics( Presently XPO Canada) for about 11 years, the company he contributed to grow from a boutique shop to a recognized player in the 3PL non-asset place in North America.
- Nikhil also has had a very successful tenure with Fritz/ UPS for over 6 years and was mainly involved with M & A in international and North American targets.
- Nikhil brings wealth of knowledge in finance, management and operations in 3PL with extensive international experience.
- Nikhil has been a regular speaker at major industry associations in the US and Canada for over 8 years
- Nikhil is educated as CPA from the US, CA from India and Executive MBA from Queens University in Canada.
- Nikhil is a member of FEI( Finance Executives International), CSCMP, AICPA and SCL and ACG Toronto Chapter.



# Changing Role of a Chartered Accountant

- Tactical to Strategic Focus
- Local to Global Footprint
- From Generalist to a Specialist
- Fast Growing Emerging Market BRICS countries
- Vertical and Industry Niche
- Globalization and Outsourcing
- Innovation and Technology





# Challenges that an Indian CA faces in International Markets

- Credentials and Status
- Academic Vs practical approach
- Soft skills
- Communication, Presentation and Influencing Skills
- Lack of Network





# Glorified Accountant Vs Value Creator

- Strategic and Growth Focus
- Mentoring, Coaching and Teaching Skills
- People Skills
- Industry or Vertical Expertise
- Creating Value- What is Value Proposition?
- Technological Savvy
- Project Management Skills
- Leadership Skills
- Thinking Outside the Box





# Key to Success

- Networking Skills
- Leaving a favorable Impression
- Excellent Communication Skills
- Adapting to North American ways and culture
- Resume Building and Marketing
- Building References
- Normalizing Credentials
- Working Smart





# PE Based Investments

- Huge Market
- Rewarding Career
- Focus on Certain Industry Verticals
- Private Equity Vs Family Funds Vs Public Equity
- M & A Domain
- Role of Private Equity
- Private Equity in Emerging Markets
- Compensation levels are 125-150% over market for C level positions
- Profitability, Scalability and Growth Centric Models





# Canadian Market

- Open Immigration for Skilled Workers- Accountants are in demand
- Relatively Conservative, opening rapidly for new immigrants
- Strong Chapter presence in Toronto and Vancouver
- Strong Networking community
- Stable and peaceful country, high livability index
- Global Citizenship
- Tremendous Opportunities for Growth and Family
- Winters are harsh







# US Market

- Immigration is tough and lengthy
- H<sub>1</sub>B's are tight and low priority for CA's
- TN Visas could open opportunities
- Education and IT could be the ways to enter the US Market
- Need for Professional Consolidation
- Outsourcing- BPO's and KPO's is the WAY TO GO
- Globalization and Wage Arbitrage
- Labor Perspective





# My Coordinates

- NIKHIL SATHE
- [nssathe@gmail.com](mailto:nssathe@gmail.com) or [Nikhil@3plogistics.com](mailto:Nikhil@3plogistics.com)
- Skype: nikhilsathe
- Mobile 7022226106 India
- Mobile (416) 997-9300 Canada/ USA

