

Role:	AVP- FP&A	Reporting to:	CFO
No of Position:	1	Job Level:	AVP
		Job Band:	6A
Work Location:	Bangalore	Country:	India

COMPANY PROFILE

iBUS is a digital infrastructure company dedicated to connecting everyone, everywhere. We bridge the digital divide by providing scalable connectivity solutions. As a leader in 5G convergence, we specialize in building interoperable digital infrastructure.

We are harnessing technology to power immersive communication through mobile, Wi-Fi, and IoT, creating seamless, responsive, and dynamic spaces. We offer comprehensive and tailored solutions for every industry, including real estate, corporate offices & IT parks, educational institutions, hospitality, healthcare, malls & retails and more.

Our mobility solutions ensure strong indoor mobile signals, fast, secure, and scalable connectivity for businesses, institutions, and public spaces. Designed with a builder-centric approach, iBUS delivers integrated inbuilding solutions with DAS, FTTX, MIMO, and small cells.

Our Managed Wi-Fi solutions deliver reliable, high-speed connectivity. We're a leader in the hospitality segment and create an environment where every guest feels effortlessly connected, fully in control, and immersed in comfort, ensuring a stay that is smooth, intuitive, and unforgettable.

Our Intelligent Building Operating Systems (i-BOS) is dedicated to significantly reducing operational energy costs, with a focus on achieving up to 30% savings. By leveraging cutting-edge technologies such as AI-enabled automation, we provide comprehensive solutions that optimize HVAC, ELV, and MEP systems.

The company is headquartered in Bangalore, with offices in 10 cities and a total employee head count of 900+ employees. iBUS is backed by marquee institutional investors including NIIF and IFC

iBUS is amongst the four telecommunications companies globally, recognized by Red Herring Global Awards.

Position Summary:

We are seeking a highly experienced and analytical FP&A Manager to join our dynamic finance team. The ideal candidate will be a Chartered Accountant (CA) with a minimum of 10 years of relevant experience in Financial Planning & Analysis (FP&A), Investor Relations, Pricing (including IRR), and cross-functional collaboration with Sales and Procurement. This strategic role is crucial in driving financial performance, enabling business decision-making, and enhancing stakeholder value through sharp financial insights and robust planning mechanisms.

Key Responsibilities:

Financial Planning & Analysis

- Lead and manage the budgeting, forecasting, and long-range financial planning process.
- Conduct detailed variance analysis, trend analysis, and financial modeling to support business decisions.
- Partner with business units to provide financial insights and strategic support.

Investor Relations

- Assist in preparing investor presentations, quarterly updates, board decks, and performance summaries.
- Support management in responding to investor queries and ensure transparency and consistency in financial reporting.
- Maintain and enhance investor communication tools and materials.

Pricing & IRR Analysis

- Drive pricing strategy across products and services, with a strong focus on IRR, ROI, and cost-benefit analysis.
- Evaluate pricing proposals and structure commercial terms in collaboration with sales and procurement teams.
- Analyze deal profitability and recommend financially viable pricing models.

Business Partnering

- Collaborate closely with Sales and Procurement teams to understand business drivers and optimize margin and cost structures.
- Provide financial leadership in deal structuring, vendor negotiations, and procurement strategies.

Strategic Reporting & Decision Support

- Develop and maintain dashboards, KPI reports, and executive summaries to track performance and highlight risks/opportunities.
- Identify financial trends and recommend corrective actions to achieve organizational goals.

Compliance & Risk Management

- Ensure adherence to internal controls, accounting policies, and financial governance frameworks.
- Partner with internal and external auditors to support audit processes and risk mitigation plans.

Qualifications & Experience:

- Chartered Accountant (CA) – Mandatory
- Minimum 10 years of experience in FP&A, preferably in mid to large-size organizations or consulting firms.
- Proven experience in Investor Relations, Pricing strategy, and Financial Modeling.
- Strong commercial acumen with a demonstrated ability to influence stakeholders at all levels.
- Hands-on experience with financial planning tools (e.g., Hyperion, SAP BPC, Anaplan, etc.) and advanced Excel skills.
- Excellent communication, presentation, and interpersonal skills.

