

Sabyasachi (Savvy) Niyogi

Senior Finance Business Partner | Commercial Performance | Profitability & KPI Reporting | FP&A



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PROFESSIONAL SUMMARY

Finance business partner with 16+ years in FP&A, commercial performance management and business partnering across pharma, biotech, renewables and investment banking. At Novozymes, I owned Group management reporting and the annual planning cycle for six years, for division heads, the CFO, Executive Leadership Team and Board, and worked with Sales and Marketing on product-line budgets, revenue and KPI reporting. At Xellia, I replaced fragmented reporting with one KPI pack adopted by the CFO within 30 days, cutting preparation time by 20–30%, and I work with finance teams in Denmark, Hungary and Austria. I build business cases that change decisions, from an NPV case that avoided litigation and improved portfolio profitability to a packaging switch that cut transport costs by about 10%. I use SAP, Power BI and AI tools, and have built my own FX impact and DSO dashboards.

CORE COMPETENCIES

Financial Performance Management • Commercial Partnering with Sales, Marketing & Operations • Planning, Forecasting & Scenario Planning • Profitability, Product Mix & Margin Analysis • Business Cases & Investment Decisions • Portfolio Analysis & Capital Allocation • KPI Frameworks & Executive Dashboards • Monthly Performance Reviews • Working Capital & Customer Terms (DSO) • Multi-Market Consolidated Reporting • Executive Storytelling & Board Materials • Stakeholder Management in International Organisations • AI-Enabled Reporting (Power BI, Power Query, Claude) • Systems: SAP, Workday, HFM, Snowflake, Oracle PBCS, Tableau • Advanced Excel & PowerPoint • IFRS / GAAP • CFA Level I

PROFESSIONAL EXPERIENCE

FP&A Manager | Xellia Pharmaceuticals A/S, Copenhagen

Dec 2024 – Present

Xellia Pharmaceuticals (Novo Nordisk Foundation) — global leader in anti-infective APIs and finished dosage forms.

Key Responsibilities

- **Own monthly management reporting and performance reviews**, connecting results to business drivers for functional leaders, the CFO and the Board.
- **Work with local finance teams in Hungary, Austria and Copenhagen**, building one consolidated view of performance across sites.
- **Rolled out a balanced scorecard with financial and non-financial KPIs**, giving leadership a view of performance beyond the P&L.
- **Established the Group Annual Planning Calendar and governance framework**, covering LTP, budget and forecast cycles across Finance, R&D and Global Production, Supply & Quality.
- **Automate recurring reporting in Power BI and Power Query**, replacing manual data preparation and speeding up scenario analysis.

Key Achievements

- **Replaced fragmented reporting with one standardised KPI pack**, adopted by the CFO within 30 days and approved by the Board, cutting preparation time by 20–30%.
- **Supported retiring Oracle PBCS and moving planning and reporting data to Snowflake**, removing manual workarounds from the monthly cycle.

Senior FP&A Manager | Better Energy A/S, Copenhagen

Dec 2023 – Nov 2024

Copenhagen-based renewable energy company specialising in large-scale solar park development.

Key Responsibilities

- **Directed long-range forecasting and portfolio scenario simulation** across a solar project portfolio, applying NPV/IRR modelling to guide capacity planning and capital allocation.
- **Standardised modelling practices** and consolidated commercial, technical and finance input into Board-ready business cases, investment analyses and risk assessments.

Key Achievements

- **Delivered a Deloitte-validated pre-IPO financial model within three months**, leading a 3-person team and presenting scenarios on power prices and project risk to the CEO and CFO.

Business Finance Manager (Group FP&A) | Novozymes A/S, Copenhagen

Oct 2017 – Nov 2023

Novozymes (Novo Nordisk Foundation) — global leader in biological solutions for bioenergy, food and agriculture.

Key Responsibilities

- **Owned Group-level management reporting and the annual planning cycle for six years**, for division heads, the CFO, Executive Leadership Team and Board.

- **Partnered with Sales and Marketing on product-line budgets, revenue and KPI reporting**, providing forecasting support and aligning commercial reporting with FP&A.
- **Led the monthly "Pulse Check" performance review**, taking leadership through results, drivers and actions across business units.
- **Tracked and controlled spend for functional budget owners**, and worked with shared-services finance teams on recurring reporting.

Key Achievements

- **Turned a customer IP dispute into a portfolio decision.** My NPV case recommended settling the profitable line and exiting a negative-NPV, low-margin one. Litigation was avoided and portfolio profitability improved.
- **Brought Days Sales Outstanding down** by reviewing customer payment terms with corporate finance, standardising approvals and renegotiating terms.
- **Built the business case to switch enzyme transport from jerry cans to cardboard boxes**, weighing savings against capex and spillage risk. The pilot cut transport costs by about 10%.
- **Led a reporting-system implementation that cut reporting man-hours by 20%**, and built an NPV model across 40+ portfolio units for capital allocation.
- **Fixed a late-input budget process** with standard templates, a fixed timeline, weekly check-ins and a submission tracker. The cycle closed about two weeks early, with better inputs.

Associate Director, Equity Research | UBS AG, London

Sep 2015 – Oct 2016

Lead covering analyst, Chemicals and Pharmaceuticals, ten listed companies across Europe and Israel.

Key Responsibilities

- **Produced long-term strategic forecasting and scenario analysis across Biotech, Chemicals and Pharma**, stress-testing assumptions to quantify risk and upside for institutional clients.

Key Achievements

- **Sole analyst covering ten stocks across Europe and Israel**, including Umicore, K+S, Yara, Israel Chemicals and Johnson Matthey.
- **Anti-consensus Buy call on Umicore delivered a 50% total return by October 2016**, the best-performing stock in the coverage universe that year.

Research Manager | Cognizant Technology Solutions, Hyderabad, India

Jul 2011 – Aug 2015

Cognizant Technology Solutions (New Jersey, USA), a global IT and consulting firm, embedded with the UBS Chemicals team.

Key Responsibilities

- **Worked on the offshore side of a London–Hyderabad research model for four years**, producing filings analysis, financial models and reports to agreed quality and deadlines.

Key Achievements

- **Converted four years of consistently high-quality research output** into a direct offer from UBS AG London to join as Associate Director.

SELECTED AI / FINANCE AUTOMATION PROJECTS

- **Built an FX Impact Dashboard using Claude and other AI tools**, translating FX movements into P&L impact from Revenue through EBITDA to Net Income and showing which currencies are driving it. **Live at budget-fx-impact.lovable.app.**
- **Built a working capital dashboard tracking Days Sales Outstanding across a customer base**, flagging collection risk by account and breaking down aging against budget. **Live at dso-insight-pro.lovable.app.**

EDUCATION & CERTIFICATIONS

- **CFA Level I (passed)** — CFA Institute (USA)
- **Post Graduate Diploma in Strategic Finance and Control** (1 year) — ICFAI, India
- **Post Graduate Diploma in Business Management** (2-year full-time) — ISMS Pune, India
- **Bachelor of Commerce, Accountancy (Honours)** (3-year full-time) — Calcutta University, India
- **AI for Financial Analysis** — three finance-focused AI certification courses, CFI Institute (2026)
- **Introduction to Claude Cowork** — Claude Academy (2026)

LANGUAGES

English — Fluent • Danish — Intermediate (PD3) • Hindi — Native

ABOUT ME

Based in Copenhagen since 2017. Outside work: padel, kayaking and photography.