

Priya Nair

Financial Analyst

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Financial analyst with four years of experience in corporate FP&A across retail and consumer goods. Currently at Unilever's London office building forecasting models and supporting decision-making for a brand portfolio generating £3.2 billion in annual UK revenue. Previously worked in commercial finance at Tesco where I got solid grounding in variance analysis and P&L management.

Experience

Financial Analyst – UK FP&A, Unilever plc, London

Jan 2023 – Present

Part of the UK FP&A team supporting brand finance across the Home Care and Beauty & Wellbeing divisions.

- Build and maintain the **rolling 18-month forecast** for 14 brands with combined revenue of £3.2 billion
- Prepare the **monthly management pack** for the UK Finance Director — covering revenue, gross margin, and A&P spend vs budget
- Identified a **£2.1 million margin leakage** in promotional spend through detailed trade term analysis, leading to renegotiation with 3 key retailers
- Automated **7 recurring reports** in Power BI, saving the team approximately 15 hours per month

Commercial Finance Analyst, Tesco plc, Welwyn Garden City

Sep 2021 – Dec 2022

Supported commercial finance for the fresh food category, covering fruit, vegetables, and bakery — approximately £4.8 billion in annual sales.

- Produced **weekly P&L commentary** for 3 category directors, explaining variances against a £92 million gross profit budget
- Built a **waste forecasting model** that improved fresh produce waste prediction accuracy from 74% to 89%
- Supported the **annual budget process** — coordinated inputs from 8 category managers and consolidated into a single submission

Finance Graduate, Tesco plc, Welwyn Garden City

Sep 2020 – Aug 2021

Two-year graduate programme with rotations across store finance, supply chain finance, and commercial finance.

- Completed **3 six-month rotations** gaining exposure to store P&Ls, distribution centre costing, and category profitability
- Delivered an end-of-programme project on **delivery slot profitability** that was presented to the CFO

Education

BSc (Hons) in Economics, London School of Economics and Political Science, London

Sep 2017 – Jun 2020

Upper Second Class Honours (2:1). Took elective modules in financial accounting, corporate finance, and econometrics.

Skills

Financial Modelling & Forecasting • Variance Analysis & P&L Management • Power BI (Report Building & DAX) • Excel (Advanced — INDEX/MATCH, Pivot Tables, VBA) • SAP (FI/CO modules) • Budget & Planning Cycles • Trade Term Analysis • Management Reporting • SQL (Intermediate) • Presentation & Stakeholder Communication

Certifications

CIMA Certificate in Business Accounting (Cert BA), Chartered Institute of Management Accountants

Mar 2022

Power BI Data Analyst Associate, Microsoft

Jan 2024 – Jan 2026

Languages

English (native) • Tamil (conversational)

Projects

Promotional ROI Dashboard – Unilever UK

Sep 2023 – Mar 2024

Built an interactive Power BI dashboard tracking return on investment for promotional activity across 14 UK brands.

- Consolidated data from **Nielsen, Kantar, and internal sales** into a single view
- Enabled brand managers to see promotional ROI within **48 hours of promotion end**, down from 3 weeks
- Dashboard now used by **22 brand and finance stakeholders** in weekly trade reviews

Waste Forecasting Model – Tesco Fresh Food

Mar 2022 – Sep 2022

Developed a forecasting model to predict fresh produce waste at store level.

- Used **2 years of historical waste data** across 800+ stores to build regression-based predictions
- Improved forecast accuracy from **74% to 89%**, helping reduce category waste by an estimated £3.4 million annually

References

Robert Cheng

UK FP&A Manager, Unilever plc, robert.cheng@unilever.com, +44 7700 900 491

Laura Fitzpatrick

Head of Commercial Finance – Fresh Food, Tesco plc, laura.fitzpatrick@tesco.com, +44 7700 900 632

Extra Curricular Activity

CIMA Student Mentor – London Branch

Jun 2023

Mentor two CIMA students through their certificate level exams, meeting monthly to review study plans and share exam tips.

Parkrun Volunteer – Finsbury Park

Jan 2021

Regular runner and occasional volunteer marshal at the Finsbury Park 5K parkrun every Saturday.