



# Yatin Sharma

C-182, DLF PARK PLACE, DLF PHASE 5, SECTOR 54, GURGAON  
(HARYANA)/DELHI NCR, 122011, INDIA ·  
yatin.sharma@aureuslaw.com · +91 98101 62206

## DETAILS

### NATIONALITY

Indian

## LINKS

[LinkedIn](#)

## SKILLS

Business Setup,  
Registration &  
Compliances

---

India Inbound  
& Outbound/Investment  
Strategy

---

Domestic and  
International Tax

---

Exchange Control  
Regulations

---

Corporate, Commercial  
and Contract Law

---

Insolvency and  
Bankruptcy Law

---

Mergers & Acquisitions

---

Dispute Resolution &  
Litigation

---

Drafting, Negotiating,  
Reviewing Agreements

---

Accounting

---

## LANGUAGES

English

Hindi

## PROFILE

Practicing Advocate, Chartered Accountant, and Insolvency Resolution Professional with over 28 years experience in tax, legal, and finance. Specialization in aligning tax strategies with business goals, handling inbound & outbound investments, mergers & acquisitions, and providing expert tax & legal advisory. Skilled in documentation, compliance, litigation, and representation across diverse industries: Oil and Gas, Mining, Automotive, Defense, Education, Consumer durables, Retail, Construction, Manufacturing, Software & Information Technology.

## EMPLOYMENT HISTORY

### Practicing Advocate & Advisor

Mar 2020 — Present, Delhi NCR, Gurgaon

- Providing strategic advisory and assistance on cross-border investments and structuring, navigating complexities of foreign direct investment regulations and exchange control compliance.
- Offering comprehensive advisory and ensuring compliance in taxation, encompassing international taxation issues.
- Expertly drafting and reviewing commercial agreements and contracts to safeguard client interests and ensure legal clarity.
- Representing clients effectively before Revenue/Statutory Authorities, including appellate levels within the tax administration, Tribunal, High Court, Board of Advance Ruling, and other forums.
- Advising on Corporate Law intricacies, including governance matters, and offering specialized expertise in Insolvency & Bankruptcy Law.
- Serving as a proficient Resolution Professional, managing insolvency cases and representing clients before National Company Law Tribunals and Appellate Forums with a proven track record of successful outcomes.

### Director— Tax & Regulatory, Ernst & Young/ BMR & Advisors

Feb 2007 — Feb 2020, Delhi NCR/Gurgaon

- Providing strategic advisory on complex cross-border investment structuring and navigating regulatory requirements for foreign direct investment and exchange controls.
- Specializing in corporate tax advisory services, including comprehensive guidance on domestic and international tax implications and cross-border tax treaty matters to optimize tax efficiency and compliance.
- Extensive expertise in representing clients before diverse tax authorities, including Revenue, Commissioner (Appeals), Dispute Resolution Panel, and Settlement Commission, ensuring effective resolution of tax disputes and issues.
- Collaborating closely with legal counsels to craft robust strategies for cases presented before Tax Tribunals, Authority of Advance Ruling, and judicial courts, achieving favorable legal outcomes.

- During a temporary secondment to General Motors from August 2009 to May 2010, led the tax function in India with functional reporting to the regional tax manager in Shanghai. Directed strategic tax planning initiatives and ensured compliance with local regulations, contributing to operational efficiency and regulatory adherence within a multinational automotive context.

## **Geo-Market Tax Manager, Schlumberger Limited**

Mar 2001 — Feb 2007, Caspian Region/India

Seasoned Tax Manager with extensive experience at Schlumberger, a renowned global provider of services and technology to the petroleum industry:

- Held pivotal roles as Tax Manager for the India Geo-Market and subsequently for the Caspian region (encompassing Kazakhstan, Turkmenistan, Azerbaijan, and Uzbekistan).
- Directly reported to Regional Tax Managers based in Dubai and Paris, ensuring alignment with global tax strategies and compliance standards.

### **Key Responsibilities and Achievements:**

- Evaluated and optimized group structures across operating countries to enhance tax efficiency and operational flexibility.
- Strategically reviewed and structured bids and contracts to minimize tax incidence and maximize profitability.
- Provided expert advisory on complex tax and regulatory matters, supporting business operations with tailored solutions.
- Implemented and monitored internal company policies and procedures to ensure adherence to global tax guidelines and regulatory requirements.
- Oversaw the preparation and filing of statutory reports for tax declarations, effectively managed tax audits, and represented Schlumberger before tax authorities and government agencies.
- Strategically planned and structured international sales transactions, including equipment, hardware, and software sales among Schlumberger group entities.
- Managed the tax-efficient importation of equipment and materials necessary for operational activities.
- Established effective relationships with statutory authorities including Income Tax, Customs, Department of Corporate Affairs, and Exchange Control Departments to facilitate smooth operations and compliance.
- Played a key role in developing and motivating junior colleagues, fostering a high-performance team environment.

Through strategic leadership and comprehensive tax expertise, contributed significantly to optimizing Schlumberger's tax strategy and operational effectiveness across diverse international markets.

## **Consultant/Assistant Manager-Tax & Regulatory, KPMG/RSM & Co.**

Sep 1997 — Feb 2001, Delhi

Accomplished member of the Tax & Business Advisory practice in New Delhi, specializing in:

- **Expatriate Taxation:** Provided expert guidance on salary structuring, determining tax liabilities for expatriates, filing personnel tax returns, and ensuring compliance with regulatory requirements. Represented clients during revenue audits, obtained tax clearance certificates, reviewed withholding tax compliance, and managed statutory returns.
- **Corporate Taxation:** Strategically planned and structured transactions to minimize corporate tax exposure. Managed preparation and filing of tax returns, represented clients in revenue audits, and appeared before appellate authorities to resolve tax disputes.

- **Company Law/Exchange Control:** Advised clients on exchange control regulations, corporate law matters, inbound investments, and structuring options. Facilitated applications and approvals from regulatory bodies such as the Foreign Investment Promotion Board (FIPB) for foreign investments into India.
- **Business Advisory:** Conducted in-depth research on Double Tax Avoidance Agreements (DTAA) provisions and advised on tax optimization strategies for cross-border transactions.

Successfully navigated complex tax and regulatory landscapes, delivering tailored solutions that ensured compliance and optimized tax outcomes for diverse clients.

## EDUCATION

### **Insolvency and Bankruptcy Board of India, Registered Insolvency Professional**

2020

### **University of Jammu, Bachelor of Law (LLB)**

1997

### **Institute of Chartered Accountants of India, Fellow Chartered Accountant (FCA)**

1996

### **Institute of Cost and Works Accounts of India, Cost & Works Accountant (Grad CWA)**

1994

### **University of Jammu, Bachelor of Commerce (BCOM)**

1994