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Executive Summary

Strategic CFO / Finance Executive with 25+ years of established career

- Certified, Strategic & Visionary CFO capable to efficiently and effectively manage large businesses
- Financial professional with top level finance, management & business operations experience
- Well versed in Finance, Accounting, Auditing, Taxation, Costing. Budgeting & Planning
- Career span underscored with senior positions entailing driving strong business performance, developing financial and operational strategies, strategic & financial analysis, financial modeling, forecasting & budgeting, cash flow management, costing, review, compliance & audits

Diversified industry experience; increasing productivity, efficiency and profitability

- Recognized for direct financial management and audit management for diverse industrial sectors
 - Instrumental in establishing and strategizing business operations
 - Business and financial proficiency in industries such as Telecom/IT, Manufacturing, Military, Education & Training, Services, Retail & Trading and Construction / Contracting
 - Business knowledge of Cloud Computing, Virtualization, ERP, CRM and SCM coupled with effective communication and presentation skills
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Professional Experience

Publicly listed Company on Saudi Stock – KSA

2015 – Present

Chief Financial Officer – CFO

- Management of all financial, accounting, auditing, regulatory and tax functions. Fully involved in quarterly reviews, reporting and planning, forecasting, budgeting, project feasibilities, pro forma financials, projections, ROIs, Free Cash Flows, Breakeven analysis, and other management reports. The Group has over 6,000 employees with a turnover of SR 1 Billion.
 - Ensuring timely, accurate, and meaningful production of financial and operational information to management, investors and external parties such as banks, suppliers, contractors and lenders
 - Manage subsidiaries in Saudi Arabia, Egypt, UAE and London to produce on time financials for group consolidation reports
 - Prepare policies and procedures for general accounting, procurement and receiving procedures, work flows and forms, as well as policies for sales, service work order, service delivery, invoicing and collections involving all business units
 - Manage group treasury, cash flow management and receivable management. Work with business unit Managers/SVPs on collections and disbursements as well as with all banking channels
 - Perform Lease accounting for property and implementation of an integrated assets management and fixed assets system for the whole group
 - Coordinate with auditors, consultants, actuaries, valuers and external legal experts on various issues related to financial and non-financial matters. To meet compliance regulation and ensure that risk management techniques are implemented to safeguard company assets
 - Work with banks regarding financing facilities to fund the capital expenditure of the company
 - Designed, planned and drafted formation/execution of REIT offering for Al Khaleej/Al RAJHI REIT
 - Organized and prepared the IFRS conversion plan in compliance with SOCPA and CMA regulations and initiated the VAT implementation for the group
 - Meet with Audit Committee and Management, regulators, Capital Market Authority, and other appropriate outside third parties. Assist with the management of relations with the Company's outside auditors and regulatory agencies. Develop and maintain investor relationships and venture capital placement in order to grow business either organically or inorganically
 - Regularly update institutional investors on progress of the company and maintain a strong investor relationship. Review IPO offerings for investment purposes. Valuations (DCF/Multiples/BV)
 - Fully involved in Oracle ERP Company automation; integrating third party programs to JD Edward (Oracle), Implemented ERP Oracle Netsuite across 11 units in Saudi, Egypt UAE & London
 - Coordinate and develop Payroll/HR policies and procedures related to the finance department
 - Provide leadership role in establishing and developing company's culture and values
 - Develop and improve the finance team by providing them guidance and training on technical issues
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National Technology Group (Sport Expert) – KSA
Chief Financial Officer – CFO

2012 – 2015

- Responsible for timely, accurate, and meaningful production of financial and operational information, to the CEO and Group Chairman
- Treasury and cash flow management to ensure that funds were available for projects on timely basis. The excess funds were transferred to investment accounts as per company policy
- Strong follow up with company's Account Receivables in order to ensure that billing was performed on timely basis and funds were collected within the specified time period
- Implemented property, plant and equipment system to monitor all company assets and integrated it with ERP (BaaN)
- Developed policies and procedures for general accounting, invoicing, and purchasing
- Formulated policies for Human Resources and Payroll in order to ensure timely hiring, training and termination of employees to satisfy the project requirements
- Managed all the suppliers and negotiated on the best terms of payment and discounts

Interactive Group – KSA
Finance Director

2010 – 2012

- Leadership role in establishing and developing the company's culture and values
- Developed and delivered on company's strategic plan in an effective and efficient manner
- Responsible for overall management and business development – finance, operations, human resources, marketing & market research & product development
- Developed and presented strategic and annual business plans to the Board for approval
- Designed, developed and implemented complete Financial & Business plans from Bottom-up
- Established business relationship with financiers for project financing and back-to-back facilities
- Developed & monitored business, financial, cash flows (Project Cash Flows & Consolidated Cash Flows) and operational plans for each service as well as consolidated services
- Implemented cost control measures, management control, review financial issues, control HR and plan for required resources to complete various jobs in IT/Telecom/Security
- Reviewed bids, costing of various products/jobs and preparing feasibility reports
- Productization of various services such as iDC, iStorage, iPDC, iNetworks, iInfra, iSystems
- Case Studies on various products and services which included ERP, CRM, SCM, and others
- Attended meetings with key stakeholders such as customers, suppliers, financiers, investors, directors and reviewed key performance indicators KPIs to ensure smooth operations
- Worked with subcontractors to review and analyze performance as well as cost effectiveness
- Ensured a fit between strategy & culture, and the company's processes & structure
- Managed resources efficiently and effectively to achieve company's objectives
- Managed, motivated, developed and led the management team
- Ensured that appropriate internal audit processes and procedures were in place and ensured compliance with corporate policies and procedures ISO Standards

Al-Zuhair Group – KSA
Chief Financial Officer – CFO

2005 – 2010

Worked with the Chairman/President on strategic vision and mission of the Group

- Evaluated opportunities for mergers and acquisitions (Foreign & Local)
 - Initiated & engaged banks and investors on the complete process for an IPO
 - Monitored and maintained Project Cash Flows & Consolidated Cash Flows, debt and liquidity position of the corporate as well as each business unit of the group
 - Negotiated with Banks on Project financing and project facilities. Monitored and maintained Banking Facilities to ensure smooth project progress and completions
 - Developed Finance & investment strategies, Financial business plans, Budgets, Project Costing & Resources in accordance with overall corporate strategy & direction
 - Consolidated financials on Group Level and reviewed financial reports for each business unit
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- Oversaw the development of adequate policies, procedures and processes for the Finance function to maintain efficient operational excellence
- Developed Balanced Scorecards to monitor and improve business of each unit
- Articulated mission, vision, objectives and KPIs for the Finance Department
- Managed financial planning, budgeting, job costing, project costing and accounting at the corporate level as well as for each business unit
- Monitored Business Units' finance and accounting activities, reviewed reports, budgets, and financial statements to ensure compliance and adherence to corporate financial policies
- Worked with European banks and financial institutions for issuance of finance facilities for projects
- Oversaw and directed the preparation and issuance of corporate periodic financial reports
- Monitored & Maintained bank facilities such as Bid & Performance Bonds, APG, LC/LG
- Directed adequate systems of internal control to ensure accuracy and adequacy of accounting records and documentation, including appropriate procedure
- Maintained budgetary control and cost control over projects and monitored cash flow position of the group on regular basis in order to ensure smooth operations of the company

Al-Hejailan Group SVDC – KSA

2001 – 2005

Manager – Financial Management Information Services

- Worked in a multi-faceted holding company with activities such as Trading, Manufacturing, Telecom, Financial Services, Information Technology and Logistics
 - As a Management and Financial Information System Manager, I was reporting to the board of directors and senior Executive management
 - Developed strategies and objectives to advance the effectiveness of the corporate-wide management information systems
 - Hired and managed a team of IT/Finance/Accounts by developing strategic, operational and tactical goals aligned with business goals and objectives
 - Carried out a dozen software ERP, CRM and SCM implementations in various industries using Oracle and Microsoft Business Solutions
 - Designed, developed and implemented financial & accounting system of startups & new ventures
 - Automated the process of producing complete financial reports such as Balance Sheet, Income Statement, Cash Flows, Business Unit Budgets, Costing Sheets, Time & Material, Project Payroll details and many other operational reports directly from the system
 - Measured and monitored project status using a balanced score card strategy
 - Streamlined the financials, operational and management reporting system in the organization using reporting tools from Oracle and Microsoft
 - Developed project plans, executions plans and implemented project management implementation methodologies to control progress of the implementation process
 - Integrated back office & front office solutions. This role included building, leading & managing a team as well as managing change management & project management capability
 - Supervised the entire process of selecting, implementing and supporting management information systems software based on industry standards
 - Reviewed and audited the entire management information system and accounting practices in various industries such as trading, manufacturing and services industry.
 - Designed, Developed and Implemented a complete Saudi Labor Law based Payroll system which was fully integrated with Microsoft ERP System
 - Performed business process review and re-engineering (BPR) and BP Re-engineering
 - Connected various business points using portal technology
 - Developed and maintained a support plan for the entire organization
 - Managed to work under extreme pressure with multiple simultaneous tasks
 - Motivated & enhanced the ability of team members to produce maximum results in short durations
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Booz Allen Hamilton Saudi Arabia BAHSA – KSA**1999 – 2001****Management Consultant**

- Developed Work Break Down system (WBS) and incorporated the WBS in the financial chart of account for capturing labor cost and revenue in profit centers and implemented ERP / accounting information software based on the accounting policies and procedures given by Booz Allen Hamilton Saudi Arabia.
- Installed, initialized & customized all modules such as GL, AP, AR, INV, Bank, Project Mgst & costing, payroll, cost accounting & fixed assets. Developed the financial reporting system using Financial Report Extender. Incorporated GAAP principles in developing management & financial reporting system using FRx, Crystal report writer and in-house developed software on Oracle
- Created and automated the process of generating all financial reports such as Balance Sheet, Income Statement, Cash Flow, Budget vs. Actual Income statement, directly from the system, thus, eliminating the process of manually developing financial and management reports via excel

Hughes Aircraft & Hughes Arabia Limited HAL – KSA**1995 - 1999****Management Accountant & AIS Specialist**

- Conducted costing & volume analysis, classified, and summarized financial & accounting transactions and events in accordance with generally accepted accounting principles (GAAP). Installed, implemented and initialized back-office accounting system which included the General Ledger, Account Payable, Account Receivable, Cash Manager, Cash flow, Payroll & Personnel, Fixed Assets and Project Accounting. Created Work Breakdown Structure for defense project worth a Billion Dollars, Budgets, Cash Flows, Project Variance Analysis and Costing / Pricing
- Managed, controlled and monitored the project progress on regular basis in order to complete each milestone in a timely manner. Developed third party programs & add-ons to meet with the complex business requirement of labor costing & billing. Prepared & verified accounting data such as journal vouchers check payment vouchers, sales/invoice vouchers, etc. into various accounts & reconciled subsidiary ledger to general ledger, performed bank reconciliations & depreciations/amortizations. Prepared & maintained monthly fixed assets & depreciation schedules & prepared & maintained monthly payroll & processed payroll for the entire organization

**Education
Degrees
and
Certificates**

Masters of Science – (M.Sc.) Accounting & Finance	University of Maryland UC, MD, USA
Member - The Honor Society - Phi Kappa Phi	
The National Society of Leadership and Success - Sigma Alpha Pi	
Bachelors of Science – (B.Sc.) Management & Business	University of Maryland UC, MD, USA
Certified Public Accountant – CPA	Maryland Board of Public Accountancy, MD, USA
Chartered Professional Accountant/Chartered Accountant – CPA, CA	CPA Ontario, Canada
Chartered Accountant – CA	Chartered Accountant Australia & NZ ANZ Sydney, Australia
Associate Chartered Accountant – ACA	Chartered Accountants Ireland CAI, Dublin, Ireland
Certified Management Accountant – CMA	Institute of Management Accountants, USA
Certified Financial Consultant – CFC	Institute of Financial Consultants, USA
Certified Business Consultant – CertBC	Institute of Certified Business Consultants, USA
Chartered Management Consultant – ChMC	Institute of Chartered Management Consultants, USA
Certified Financial Modeling & Valuation Analyst – FMVA	Corporate Finance Institute CFI, USA
Passed CFA Level I	Chartered Financial Analyst Institute, USA
ACCA IFR Certification in International Financial Reporting	ACCA – UK
Associate Member - Saudi Organization for Certified Public Accountants	Riyadh, KSA
ACCA – IFR Seminar and Update 2016	Riyadh, KSA
Member of Chartered Accountants Worldwide	London, UK

**Professional
Courses in
ERP and IT
and
Networks**

- (ERP, SCM, CRM, Network, Programming & Routing)**
- CIS Training 1 (System Mgr, GL, AP, AR, CM, FRx), CIS Training 2 (Inventory, Purchasing, Project Mgst, Sales), FA Training (FA, INT), AX FIN, SCM, Solomon (GL, AP, AR, INV, PO, SO, PROJ, CM, Project Costing, landed Costs, Budget vs Actual, Variance Analysis, Product Costing). ORACLE SQL PL/SQL using Procedure builder, Administrator - ORACLE Database. Programming with Microsoft Access, Mastering Visual Basic and .NET, Programming with Access / Visual Basic / .NET, Supporting Microsoft Windows NT Core Technologies. Certification in Novell Administrator & IT / Telecom / Security Seminars & Short Courses, Professional Courses Nextone Multiprotocol

Personal

Nationality: Pakistani • Transferable ID Card • Status: Married • Resident: Canada / Saudi Arabia