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**Ahmed Samir Akl, CPA, CFA (LEVEL3 Candidate), CMAA, CWM, CORP**

Contact: +971 557799878/ +966 548826644

E-mail: [ahmedsamirakl@hotmail.com, asamirakl@gmail.com](mailto:ahmedsamirakl@hotmail.com,%20ahmed.s.akl81@gmail.com)

LinkedIn: http://www.linkedin.com/in/ahmedsamirakl

**Chief Financial Officer– Investment and Business Development Director**

**10+ years of experience in delivering optimal results and business value in high growth environments.**

**Expertise in leading & development of businesses, Devise financial and business initiatives , Leading enterprise to accelerate breakeven, Fostering customer & vendor Relationships and ignite teams & operations.**

Self motivated P&L leader with proven success in transitioning conventional and unconventional strategies into tactical action plans that maximized revenue growth and business development. Collaboratively work with internal and external stakeholders. Craft entrepreneurial market approaches and implement strategies that enable rapid growth. Highly experienced in identifying and analyzing investment opportunities and handling major financial functions.

Successfully meeting diverse challenges including immediate short & long term capability building. Rich experience in reorganizing, streamlining and strengthening operations. Passionate team leader delivering results with cross functional teams. Effectively coaching, engaging and mentoring team members while keeping in mind both actions and results.

# KEY ACCOMPLISHMENTS ACROSS CAREER SPAN

* Head of Investment and Business Development Department for one of the Qatari Group of Companies (ASGC). Ensured the Group has successfully established the Pharmaceutical factory specialized in producing generic human medicines, also leading other opportunity of building a complete factory for producing different building cabins and fast building techniques, in addition to other opportunities in the food and agriculture sector mainly in Africa (Sudan and Ethiopia).
* Worked extensively as CFO for Kuwait Finance & Investment Company. Managed critical corporate liquidity and liability/asset ratio issues to effectively position the business for success in the midst of the worldwide financial decline.
* Managed a large finance team as head of Kuwait Finance’s corporate treasury function in all financial reporting, planning, and analysis, account operations, settlements, and new business development efforts.
* Successfully performed comprehensive analysis and monitored wide-ranging corporate and market financial information as Finance Manager of Kuwait Finance House “Bayt Al Mal Investment Company” to offer in-depth insight and recommendations to senior management for long and short-term business planning.
* Due diligence leader for 2 major acquisitions during my employment at “Kuwait Finance House”.
* Leaded audit team of 10 members as a Senior Auditor for Big 4 firm “Ernst & Young”. Also, started my career path as an Associate Accountant in PricewaterhouseCoopers “PwC”.

# Professional Experiance

* ***Fawaz Refrigration & Air Conditioning Contracting Company , Saudi, Bahrain, UAE***

**Job Title:** Country CFO - KSA , Bahrain & Qatar

**Duration:**  June 2014 – Present.

Fawaz Refrigeration and Air-Conditioning Company was incorporated in 1973 as an Electro-Mechanical Contracting Company in Fawaz Group has three main lines of business - Contracting, Trading & Facilities Management; Fawaz Group today proudly boasts as a multi-national company with footprints across GCC countries namely Saudi Arabia, UAE, Qatar, Bahrain, Yemen, Oman and Iraq; Fawaz Group UAE is engaged in Supply, Installation, Operation, Servicing & Maintenance of HVAC Systems, Precision Air-Conditioning, Plumbing & Fire Fighting Systems, Electrical & Fire Alarm Systems, Intelligent Building Systems & Integrated Facility Management Services. Additionally Fawaz carries out Manufacturing, Supply & Installation of HVAC Air Ducts & Accessories and also HVAC Pipeworks & Accessories. Fawaz also provides Work shop services for Steel Fabrication, Repairing, Overhauling, Servicing of Compressors, Motors, Rotary Equipment, Project Equipment & Engineering products and is also specialized in Trading of Engineering Products.

***Main accountabilities includes but not limited to the following:***

* Responsible about Finance ; HR & Admin ; IT and Supply chain for the whole group of companies which conists of more than 7 operating companies
* Demonstartes a highly successful record in the achievement of profitable business growth.
* Setting financial strategy, budgeting and forecasting. Providing the financial input to the overall management of the firm.
* Responsibility for integrity of entire financial process, including the accuracy of external financial statements.
* Management oversight of all aspects of corporate accounting systems, internal controls and reports. Taking responsibility for accurate monthly group management accounts, oversight of the annual audit process and stewardship of the firm’s control systems.
* Oversight of Treasury functions; Ensuring that all banking arrangements and fund transfer processes are adequately managed and controlled, and that cash flow is managed efficiently.
* Development of monthly management reporting and including financials, and KPIs.
* Ensuring that the system of internal controls is adequate to protect the company and provides reasonable assurance that the financial records are reliable for preparation of financial statements.
* Internal Process Improvement: Define and implement process improvements.  This will involve ensuring the adequacy of internal controls, proposing process improvements, championing those changes within the organization and ensuring adherence with the new processes on an ongoing basis.
* Responsible for development and compliance with policies, procedures of internal controls to protect the company - the scope is extended to all areas related to financial matter of the Company
* Responsible for preparing and executing of business strategy and plans set by CEO for the Finance and Fund Operations teams.
* Develop; provide commercial/financial insight and analysis to support CEO and other senior manager to achieve corporate goals.
* ***ASGC Group – Private equity conglomerate with a presence in Qatar, UAE and Africa - Head Office in Doha***

**Job Title:** Group Investment & Business development Director.

**Duration:**  July 2011 – June 2014.

Leading the group’s financial & Investments portfolio across different sectors including agriculture, commodities and luxury goods, real estate development, landscape & contracting and pharmaceutical manufacturing.

***Main accountabilities includes but not limited to the following:***

* Evaluating the overall structure of the group & providing the best efficient structure that maximize the shareholders’ value and establish a solid foundation for growth.
* Planning and implementing investment strategies for the parent company as well as its subsidiary ventures & ensuring optimal allocation of group’s resources.
* Performing continuous global research for new investment opportunities.
* Conducting financial and marketing feasibility studies & analysis for the potential business opportunities gaps.
* Formulating and implementing strategies to increase joint venture partnership by identifying the key partners with major contribution for the opprotuinty.

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* Prepare investment proposals & C-level presentations to investment committee to meet the group’s pre-approval investment strategy.
* Developed and implemented valuation models in order to report accurate Investment planning information with respect to its assessment well as maximizing the value of the acquired assets.
* Prepare full investment advice reports and investment assessment sheets for all current and potential investment opportunities or projects.
* Perform trend analysis for the internal & external competitors as well as search for cost control opportunities and devised robust risk management and mitigation strategies.
* Effectively communicated and managed the branding of corporate, segment & business unit.
* Managing an array of activities including business development functions at the corporate, segment & business unit level.
* Handled several activities including appraising of potential investments, due diligence, budget simulation and financial structuring of companies and valuation.
* Monitoring existing investments to substantiate its long-term value and consistent with the group’s investment guidelines.
* Supervising group’s portfolio and asset management during the term of the investment.
* Liaised with governmental, legal and private tendering authorities to manage all negotiations and related activity necessary to acquisitions and/or loan transaction.
* ***Kuwait Finance & Investment Company “KFIC”***

**\*** KFIC is an Investment Company providing Financial & Investment services.

\* Listed on the Kuwaiti stock exchange.

\*Total current capital of KWD 41.9 M, the equivalent of USD 154.7M (as of 9th April 2008)

**Job Title:** Chief Financial Officer.

**Duration:**  March 2008 – May 2011

***Main Accountabilities/Accomplishments:***

* leadership the finance team of 37 employees in overseeing of the corporate treasury function and all financial reporting, planning, analysis, account operations, settlements and new business development efforts.
* Played a principal role in providing strategic leadership role in aligning the corporate financial position and determining the impact of new opportunities and initiatives.
* Successfully enhanced critical liquidity and liability/asset ratio issues. Increased liquidity by 1000% to $70 Million.
* Negotiated and conducted the restructuring and financing of more than $500 million in short-term debt to achieve renewed financial stability and solvency.
* Actively involved in extensive discussions and review activities by more than 22 Banks and financial institutions (local and International) including all major banks in Kuwait (National Bank Of Kuwait, Ahli United Bank, Kuwait Finance House, Gulf Bank, Ahli Bank and other banks and financial institutions).
* Restructured and converted short term debt of KIFC into long term debt within a span of 5 years with capital increase required to meet the central bank requirements.
* Ranked the best realistic restructure deal in 2010 since it was based on the company’s projected cash flow and conservative re-payment programme with a close monitoring of the company’s balance sheet and covenant’s ratios, and the repayments was based on exit of certain assets, capital increase and cash flow generation from the company’s ongoing business.
* Successfully positioned the business to absorb new market realities following worldwide financial decline, strategized and led the execution of a reduced investment position to minimise risks while optimising returns.
* Augmented overall revenues by 15% in 2008 and lead 2 key acquisitions that delivered sustainable revenue and cash flow streams to the group.
* Provided strategic direction and insights to KFIC in order to control costs and also provided analytical insights on financial impact and soundness of business decisions to the top management in addition to providing key inputs regarding the ideal capital structure to be adopted.
* Managed capital raising and restructuring initiatives and determined the funding pool, high level risk management policies and cost allocation methodologies.
* Acting as Treasury Manager for the company’s funding, cash operations, foreign exchange, risk management, dividend policy and other relevant aspects of corporate finance.
* Successfully increased the internal financial controls by implementing a broad upgrade for all accounting, MIS, portfolio management and loan IT systems.

***Selected achievements:***

* Successfully restructured more than USD 500 million debt and bonds for over 5 years repayment program with more than 22 local and international banks including NBK, Gulf Bank , KFH, NBAD, AUB and Ah

It was ranked the best realistic restructure deal in 2010, and the repayments were based on exit of certain assets, capital increase and cash flow generation from the company’s ongoing business.

* Increased overall revenues by 15% in 2008 and lead 2 key acquisitions that delivered sustainable revenue and cash flow streams
* ***Bayt Al Mal Investment Company***

**Job Title:** Finance Manager.

**Duration** July 2007 – February 2008

***Job Accountabilities:***

* Leading the finance team in conducting comprehensive financial analysis and monitored wide-ranging of corporate financial information to provide in-depth vision and recommendations to senior management serving both long and short-term business planning purposes
* Performed financial analysis and interpretation of results in addition to providing support and preparing regular management information reports to board of directors.
* Handled due diligence process for 2 major acquisitions opportunities & provided the group’s BOD with sound recommendations which then approved & resulted in delivering new revenues and cash flow streams.
* Successfully managed the financial reporting of the group as well as evaluated various investment opportunities in compliance with CBK and regulators.
* Reviewed and analyzed budget preparation processes and forecasts to support the strategic planning and budgeting process.
* Closely monitored internal controls for the group & identified control deficiencies or material weaknesses in controls.
* Managed successfully the financial reporting process of the group for external reporting and audit review.
* Analyzed market dynamics and its impact on business development well as forecasting their effect’s on future trends and expected budgets.
* Pursued the source of debit **finance** with local lenders as well as preparing cash flow and feasibility studies for the projects.
* Responsible for the accuracy, integrity and regulatory compliance of internal accounting, budgeting and forecasting.
* ***Ernst & Young (E&Y) – Kuwait***

**Job Title:** Senior Auditor.

**Job Function:** Auditing & Assurance.

**Duration:**  September 2004 – July 2007

***Job Accountabilities:***

* Leaded a team of 10 auditors through end-to-end audit engagements cycle initially from Audit planning, managing till the final completion stage of communicating the audit results with the client.
* Mentored audit staff to ensure complete adherence to best industry practice and corporate audit standards.
* Review with the engagement partners any critical area or significant findings that raise questions involving accounting principles, auditing standards, tax regulations and firm policies.
* Monitor each engagement within the portfolio under my management to ensure that work is proceeding on schedule.
* Preparation of separate and consolidated financial statements for statutory and reporting purposes.
* Preparing audit reports and management letters.
* Performing fundamental audit procedures and analytical reviews.
* Liaised with finance, operations, and IT resources to develop comprehensive client solutions based on audit recommendations.
* Developed & maintained the highest levels of client satisfaction to facilitate the completion of engagements as well as identifying potential opportunities to provide additional services to client.
* Conducted Financial Accounting courses in specialised industries such as Islamic banking, financial instruments, and Oil &Gas.
* Coach, supervise and conduct performance review feedback for the team to help the development of their skills and competences.

**Major Clients audit experience:**

* **Oil and Gas:** Kuwait Petroleum Corporation.
* **Banking and investment:** Central Bank of Kuwait , International Leasing and Investment Company
* **International industrial clients:** Coca-Cola.
* **Insurance industry:** Al Ahlia Insurance Company.
* **Trading and services:** Laneville General Trading & Contracting.
* ***PriceWaterHouseCoopers (PwC) – Egypt***

**Job Title:** Associate Accountant

**Job Function:** FinancialAccounting Services Department.

**Duration:**   March 2003 – August 2004

* + - **Job accountabilities during my assignments:**
* Reviewing & recording of all bank and cash transactions occurred during the month.
* Preparation of month end Financial Statements pack.
* Recording month end general journal entries.
* Preparing monthly analysis for the prepaid and accruals.
* Handling of Petty Cash and advances for employees.
* Preparing quarterly withholding tax forms.

# Academic & Professional Credintilas

* Chartered Financial Analyst (CFA), Candidate for Examination Level 3.
* ACCA – In Progress (finished 8 Papers out of required 14)
* Certified Merger and Acquisition Advisor (CMAA) from Alliance of Merger and Acquisition Advisors, USA -2012.
* Chartered Wealth Manager (CWM) from International Financial Management Academy, USA -2011.
* Certified Operational Risk Professional (CORP), International Academy of Financial Management.
* Certified Public Accountant (CPA), American Institute of Certified Public Accountants (AICPA), 2007.
* Pursuing MBA from London Business School, Dubai/London.
* Bachelor of Commerce & Business Administration, English Section, ZU- Egypt 2003.

**Othr Financial Courses obtained**

* International Financial Reporting Standards (IFRS).
* Insurance Accounting.
* Oil & Gas Accounting.
* Derivatives & Financial Instruments.
* Islamic Banking.
* Generally Accepted Audit Standards (GAAS).
* Merger & Acquisitions, Corporate Strategies & Private Equities.
* Brand Awareness.
* Crisis Management.
* Strategic Decision Making.

**Computer skills**

* Excellent Microsoft application **“Word, Advanced Excel, Power Point & Internet”**
* Financial Modeling & complex data mining & presentation.

**Langauage skills**

* **Language:** Arabic. **Level:** Mother tongue
* **Language:** English. **Level:** Excellent, both spoken & written.

**personal data**

* **Birth date:** 01/09/1981.
* **Place of Birth:** Cairo, EGYPT.
* **Nationality:** Egyptian.
* **Marital Status:** Married