

Sameh Desoky

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Summary

Accounting and Finance professional with over 12 years of experience driving innovative technology solutions that improve processes. Communicate with all levels of executives and managers planning strategic initiatives at global and mid-market organizations. Thrive in a fast-paced environment and able to meet critical deadlines.

Experience

MeltOne—NY, NY **Senior Consultant**

May 2023 – Present

- Lead EPM client implementations and project management for Board International solutions and support Tagetik implementations.
- Discuss and advise customers on best accounting practices and revenue management.
- Design customized accounting, budgeting, forecasting and reporting solutions that drive innovation in numerous industries including Real Estate, Non-profit, Consulting, Automotive, Energy, Manufacturing, and the Food sector.
- Lead project to integrate Oracle EPM across new acquisition entities for major global brand name corporation.
- Analyze financial data and conduct solution architecture & design to fit the business need for our clients.
- Train new hires on Board software and business scenarios.
- Create various demos to be used as internal training material and for prospective clients for MeltOne globally.
- Analyze financial data and advise clients on best practices and automated solutions.

Board International—Boston, MA **Consultant**

Dec 2020 – May 2023

- Provided custom-built accounting, budgeting, forecasting and reporting solutions for a variety of industries which included: Real Estate, Consulting, Automotive, Energy, Manufacturing and Food and Beverage.
- Trained partners on customer approach strategies, and business scenario use cases for Board customers.
- Prepared detailed project staffing estimates and development timelines.
- Conducted partner implementation support.
- Ran consulting workshops and training for new hires.
- Supported global marketing initiatives and prepared business cases with market trend reports.

COMPASS REAL ESTATE —Boston, MA **Leading software solution in the real estate industry** **Accounting & Finance Lead**

Apr 2018 – Dec 2020

- Maintained accounting and financial records to generate reports to support the financial planning and budget process, while ensuring compliance for external and internal policies.
- Ensured the ASC 606 revenue recognition compliance for the New England region with Sr. Accounting Manager.
- Created processes and procedures to increase efficiency, speed, and quality of the monthly revenue recognition.
- Reconciled the revenue and escrow accounts along with all regions accounting using NetSuite.
- Ran internal audits on the operational finance team using different analysis methods to insure two major aspects, closed on time accordingly and company was in compliance with ASC 606.
- Analyzed and clean accounting data to be presented to the FP&A team to help them later with their budget and predication models to be presented to investors.
- Prepared New England and Pennsylvania regional financial statements, budgets, and cash flow forecast.
- Managed AP to issue wires transactions and all commission payments to brokers.

- Supported the SEC filing transition team with our statements and ensured compliance for our region in preparation for an IPO.
- Monitored Cash flow closely by working on the account receivables and payables that increased Compass liquidity target by 145%.
- Managed AR and AP to issue wire transactions and all commission payments to brokers for MA, PA and NJ
- Chosen to be part of the Compass policy review committee to enhance Compass internal compliance policies.

UNITED NATIONS—New York, New York

2015 –2017

AOSIS (Alliance of Small Island States)
Accounting and Finance Manager

- Prepared, reviewed, and reconciled all financial statements, to form audit reports with recommendations; reports then presented to the Alliance Chair for auditing by government donors.
- Maintains accounting controls by establishing a chart of accounts and defining accounting policies and procedures.
- Conducted a review of the audit recommendations with management to develop action plans.
- Reduced expenses by 38% through the renegotiation of several contracts including healthcare, travel, rental expenses, and other miscellaneous agreements.
- Developed a comprehensive budget to meet the compliance of all the different government donors.

COMMUNITY ACCESS UNLIMITED—Elizabeth, New Jersey

2012 – 2015

Accounting Manager. Managed and audited 4 Accountants and 8 Clerks, reporting to the Accounting Controller. Assisted Senior Accountant with daily, monthly, and year-end operations of the accounting and finance department with a budget of USD 22M.

- Performed the processing of both accounts payable and accounts receivable.
- Modified and prepared the general accounts analysis and reconciliations to be reported to the CFO.
- Analyzed information and options by developing spreadsheet reports (expense and revenue).
- Maintained and balanced an automated consolidation system by inputting and verifying data.

Education

Software Engineering bootcamp

General Assembly | NY, NY

Dec 2024

Micro-Master of Data, Economics, and Development Policy

MIT | Cambridge, MA

May 2019

Master of Finance

Master of Business Administration (MBA)

Hult International School of Business | Cambridge, MA

Mar 2018

Aug 2017

Bachelor of Commerce, Major, Accounting

Ain Shams University | Cairo, Egypt

June 2011

Certified Management Accounting Course (CMA)

IMA | USA

Sep 2011

Additional Information

Work Authorization: U.S Citizen

Languages: English (Advanced), Arabic (Advanced), German (proficient)

Software: Oracle NetSuite, BOARD, Tableau, Dynamics GP, All Microsoft office, SAP, CYMA, Python, JavaScript, HTML, CSS, MySQL, Postgress, Snowflake, Tagetik, Salesforce, QuickBooks.