

Profile Summary

An accomplished professional with 19 years of experience, encompassing all aspects of finance, planning and accounts. An effective strategic partner with the ability to develop trustworthy relationship with Business Units to drive effective financial management. Possess strong strategic focus and analytical skills leading to thorough decision making. Have detailed knowledge of accounting procedures, financial management, project development, liaison with banks, develop & nurture client relations, financial forecasting, budgeting, planning and costing aspects.

Key Skills

- ✓ Strategic Planning
- ✓ Financial Modelling
- ✓ ERP Implementation
- ✓ Budgeting & Control
- ✓ Stakeholder Management
- ✓ Change Management
- ✓ Leadership and Team Building
- ✓ Risk Management
- ✓ Process Optimization
- ✓ Debt Restructuring

Experience Summary

Pakistan Intermodal Limited	DGM- Finance Head	Logistics & Supply Chain	Feb 22 - Date
Sindh Economic Zones Management Company	CFO	Public Sector	Nov 20 – Mar 21
Consultancy/Private work	Consultant	Various	Jun 19 – Feb 22
Techno Blue WLL	Sr Manager	Distribution/Retail	Apr 15 - Mar 19
Amlak Finance PJSC	Fin Analyst	Financial institution	Dec 11 - Oct 14
Petrofac Limited	Group Accountant	Oil & Gas	May 10 - Nov 11
Deloitte Pakistan	Audit Senior	Assurance Practice	Dec 06 - Apr 10
Syed Hussain Zafar Naveed & Co	Audit Senior	Assurance Practice	Jan 05 - Nov 06

Key Experience

Deputy General Manager Finance – Head of Finance [Feb 2022 to Date]

Pakistan Intermodal Limited – Karachi, Pakistan

Pakistan Intermodal Limited offers comprehensive multimodal logistics solutions to corporate clients, encompassing rail and road transportation, terminal services, bonded warehousing facilities, freight forwarding, Cross border shipments and bunkering services.

- Management of company's cash flows, Account Receivables and Payables, ensuring that the company has sufficient liquidity to meet its financial obligations.
- Direct involvement in strategic business planning to explore new business prospects and evaluate their feasibility by development of financial model and recommending short term and long-range financial plans.
- Preparation of financial reports, performance analysis, and ensure compliance across all levels of financial tracking.
- Handling all tax matters of the company ensuring compliance and timely submission of tax returns.
- Ensure continuous enhancement of financial systems and processes to improve the efficiency and accuracy finance activities.
- Coordinate with all external and internal auditors associated with the company.
- Handling finance matters of Off-shore business ventures.

Highlights

- Successful implementation of Odoo ERP as key member of finance implementation team.
- Successfully restructured PPTFCs with early redemption, and convertible share options.
- Developed US\$ 1.1B investment forecast for company owned locomotives and rail stock, Dry port, Cargo village and Freight forwarding business.

Chief Financial Officer [Nov 2020 to Mar 2021]

Sindh Economic Zones Management Company (SEZMC) – Karachi, Pakistan

SEZMC is a public sector company established with the aim to institutionally facilitate, promote, encourage and enhance the industrial base in the province of Sindh.

- Develop and ensure the implementation of finance operational strategies, establish critical measures, contribute financial and accounting information, analysis and recommendations to strategic thinking & direction and establish functional objectives in line with organizational objectives.

- Drive the financial planning and strategy of the company by analyzing its performance and risks.
- Direct and review preparation of all financial statements.
- Develop performance measures that support the company's strategic direction.
- Manage general accounting functions, taxation functions and day-to-day accounting matters.
- Monitor the position of cash flow and outflow and prepare monthly, quarterly and annual cash flow statements.
- Oversee the development and implementation of budgeting and forecasting functions in the company and upgrade the model as and when required.
- Coordinate with all external and internal auditors associated with the company.
- Monitor and supervise all the matter related to Tax.
- Represent the company in meetings with tax and government bodies, transaction advisors, banks, SECP and other regulatory bodies
- Accomplish finance and organization mission by ensuring successful completion of related projects as required.

Senior Manager - Finance [*Apr 2015 to Mar 2019*]
Techno Blue WLL – Doha, Qatar

Techno Blue (part of Hamad Bin Khalid Holdings) is the sole distributor of Samsung, Asus, Russell Hobbs, Linksys, Leica, Fuji Film and other major brands in Qatar. Its operations include distribution, retail and after sales services. The company also undertakes HVAC, Commercial video display, AV and security systems installation projects.

- Managing monthly closing of financial books, preparation of reports and production of business unit wise income statements;
- Monthly management reporting packs including sales analysis, division wise income, outlet/product performance and target monitoring;
- Partnering with business heads to design and implement accounting processes to create efficient & sound control environment;
- Transactional monitoring, banking relations and managing day to day operations of the finance department; and
- Stringent monitoring of accounts receivables, inventory and collections.
- Working directly with MD on solutions of various business challenges;
- Administration support and procurement of vehicles to cover fleet requirements; and
- Oversee HR records and notifying discrepancies to Group HR.

Highlights

- **Business reorganization and change management:** Successful implementation of setting up business into operational verticals. Setting up of financial reporting structure to identify individual transactions pertaining to each business unit. Provide training and guidance to finance and operational staff.
- **ERP implementation:** Project manager for the Oracle R12 implementation and Microsoft Dynamics GP. Communicating requirements between consultants, stakeholders and users. Discuss and design work around for system limitations. Redesigning of chart of accounts, inventory structure designing, and liaising with implementation consultants and department heads to create and execute business improvement processes. Managing post implementation teething issues.

Senior Analyst– Finance [*Dec 2011 to Oct 2014*]
Amlak Finance PJSC – Dubai, UAE

Amlak Finance PJSC is a specialized real estate financier licensed by the UAE Central Bank. It is primarily focused on Islamic financing and investing activities based on structures such as Ijara, Murabaha, Mudaraba, Wakala and Musharaka.

- Consolidation of budget forecast from all business units. Monthly divisional updates of performance;
- Perform budget control to ensure expenditures are in line with approved budgets;
- Delivering monthly overhead variance report presentation to department heads;
- Coordination with departments to identify causes of budget variances;
- Preparation of monthly and annual close, performance monitoring packs for senior management providing analysis of budgetary variation, trends and analysis of key ratios in financial statements.
- Tracking and reporting of periodic scorecards for senior management;
- Provide ad-hoc financial analysis to support business decisions.
- Ensure completeness and accuracy of General Ledger (GL) accounting records;
- Preparation of the monthly management accounts and reports;
- Preparation of the Consolidated Financial Statements of the Group and its entities in accordance with applicable International Financial Reporting Standards (IFRS);
- Ensure adherence to Group financial policies and procedures relating to the function of finance department;
- Day to day accounts function for the Group entities which involves the regular maintenance of general ledger, accounts receivable and payables;
- Effective liaison with external auditors to ensure completion of audit on timely basis; and
- Coordinating the preparation, maintenance and filing of Financial Reports as required by various governing authorities.

Group Accountant [May 2010 to Nov 2011]
Petrofac Limited–Sharjah, UAE

Petrofac is a provider of oilfield services to the international oil and gas industry. It has operational centers in Aberdeen, Sharjah, Woking, Chennai, Mumbai, Delhi, Abu Dhabi, Saudi Arabia and Kuala Lumpur

- Maintenance of complete books of accounts for the parent entity;
- Preparation of weekly cash report for the Group Treasury function;
- Coordinating with external auditors to ensure completion of audit on timely basis;
- Preparation of monthly management report of the parent entity along with analysis of variances;
- Assisting in preparation of Annual Budget and quarterly forecasts; and
- Group reporting activities including assisting the Group Reporting Manager with Year-end finalization of accounts including, but not limited to, various IFRS disclosures such as effective interest rate calculations, Share Scheme workings and consolidation schedules.

Audit Senior [Dec 2006 –Apr 2010]
Deloitte Touché Tohmatsu –Karachi, Pakistan

Audit Senior [Jan 2005 –Nov 2006]
Syed Husain Zafar Naveed & Co –Karachi, Pakistan

During the time spent at the above accountancy practices, primarily engaged in external audit assignments of various entities. Notable involvement in audit assignments with financial institutions, aviation, manufacturing and service organizations. Further to that, also assigned to various internal audit engagements. During these engagements, mainly responsible for all the facets of audits assigned from initial planning through the conclusion of the examination and issuance of report. This mainly includes:

- Active involvement at planning stage of the audit engagement, including assessment of engagement risk, managing the audit staff, identification of accounting and internal control weaknesses, assessment of risk at each account balance and potential error level and developing the audit program;
- Finalization of audit including analysis of financial statements and investigation of significant ratios and trends to achieve overall audit satisfaction;
- Furthering sound client relationship and developing insights on the client's basis;
- Financial Due Diligence of Some of the major banking Institutions; and
- Conduct training sessions for the new inductees on Deloitte's Audit methodology and audit management software

Professional Qualification and other certifications

- **Fellow of Association of Chartered Certified Accountant (ACCA) – 2008**
- **Masters of Commerce (By equivalence) - 2016**

IT Proficiency

- Extensive experience of Microsoft Office, **particularly proficient in Excel (complex formulas, modelling and basic macros), and Power Point**
- **Oracle R12 EBS.** User and implementation project manager.
- **Odoo ERP.** Implementation and advance user.
- **Microsoft Dynamics 365** implementation
- User level experience in **SAP Business One**

Personal Information

- Marital Status: Married
- Date of Birth: 7th March, 1979
- Driving License: Pakistan, UAE, Qatar