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| **CURRRICULAM VITAE** **DILIP KAMNANI**  **Bachelor Of Commerce & CA – INDIA Current Location: Dubai, United Arab Emirates Mobile: + 971 50 1450 240 Passport No. : N8987348 (2026)**  **Date of Birth/Nationality: 15.01.1978 & Indian Driving License: UAE – Yes**  **Total Experience: 20 Yrs including 15 Yrs UAE Email:** [**dilipkamnani@gmail.com**](mailto:dilipkamnani@gmail.com)**;** **Status: Married & 2 children’s** | |
| **Head Line / Resume Summary .** |  |
| **Indian Bachelor of Commerce Graduate having total experience of 15 years in UAE/GCC** Companies.  Major Sectors: - **Oil & Gas, EPC, Construction, Marine Infrastructure, Real Estate, Properties , Trading** and additional sectors are Facility Trading, Management, Recruitment Healthcare, Travels & Tourism,Car Rentals Etc.  Expertise in handling Accounts , Sales , customers , Accounts Receivables and payables , Customers feedback , new customer relationship , meeting with potential clients , advising product information , Understanding the clients requirement, Provide all customer service assistance ,  Have a contacts of industries in banking , financing , Oil & Gas , Treasury , facility management ,Marine , Recruitment and many others. Have a ability to locate the potential customers, providing all relevant information and filling the KYC and due diligence information and provide end to end support to sale product.  Also have the capability to handle Accounts and finance of the company to provide the relevant reports , banking , treasury , month closing , MIS Reporting etc. | |
| **Objective .** | |
| Looking for an Organization having a requirement of Qualified Professional Talent who can work closely with Chairman  / Board of Directors to accomplish the tasks, control the F&A Function smoothly and help in achieving the organizational Goals.  **Academics & Professional Qualifications .**   * Bachelors of Commerce (Hons.) (1999 Batch) with 68% from Maharishi Dayanand University India. * Higher Secondary (12th) with Commerce- Maths with 76% from with CBSE Board , India * Secondary (10th) with 69% from with Rajasthan Board, India   **Employer & Industries Information ..**   1. Pioneer ME : - Sep 2021 to – Accounting 2. **Chemi-tech/Planet One** – 2020- Q2 2021 Accounts Manager**– EPC,Oil and Gas , Construction ,** IT products , Education , projects in Africa , Trading – USD 1 Bn 3. **MOBH / Bin Butti Group** – Aug 2016 to 2020 – Finance & Account – Oil & Gas, EPC, Facility management, Real Estate , Properties , Trading of Metals in GCC & Africa , Hospitals , Healthcare , Education, School , Marine , Recruitment, Investment, Properties – Reporting to MD/Chairman – US$2 Bn 4. **Punj Lloyd Ltd (Indian listed Multinational)** – March 2010 to July 2016 – Account Manager– - EPC power, Energy, Oil & Gas Offshore, Onshore, subsea, Diving Power, Infrastructure – Reporting to CEO – US$ 2 bn 5. **Global Industries Offshore LLC (NASDAQ Listed)** – Dec 2005-Feb 2010 – Finance (MENA & CIS, Including India) – Offshore Onshore EPC and Marine Construction – Reporting to Controller. US$ 1.5 Bn | |



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| **Employer’s Information: - Professional Audit Firm** |
| 1. Kanu Doshi Associates Chartered Accountants (Mumbai – India) - Asst. Tax Manager (Oct 05 to Nov 05). 2. S.D KARNANI & CO. Chartered Accountants (Mumbai, India) -Audit Supervisor (Aug 05 to Sep 05) 3. M.G.R. & Company Chartered Accountants, New Delhi, India Audit Assistant, Tax Advisor (Mar 99 to Jun 05). 4. Narendra Kumar Jain and Company, CA, Ajmer, India – Tax Audit Assistant, Accountant, Tax Advisor (Feb 98-Feb 1999)   **Computer Skills**  \* Oracle 11i \* Focus \* Tally \* Microsoft Outlook \* Lotus Notes \* Advance Excel \* MS Office \* PowerPoint presentation \* Hyperion Essbase \* Base ware \* US Lawson ERP  **Work Experiences**  Account Management   1. Understanding the products and identify he customers 2. Understanding the markets from seniors and achieve sales targets for all Products to reach to assigned monthly targets. 3. Generate and follow up of leads and referrals. 4. To fill the KYC of customers and do the credit checking before relationship 5. Promote and educate customers on the current promotions and offers, which will enhance the sales. 6. Conduct calling, telephonic and field visits to existing and new customers and provide products information 7. Provide necessary advice on investments/financial solutions based on the needs of customers. 8. To provide Assistance and support to new and existing staffs in cross selling techniques based products, within and outside the branch.   Finance & Banking   1. Bank Reconciliation and Balance sheet Reconciliation 2. Month closing and MIS Preparation ( Reports – P&L, Balance Sheet,Invocing , Receivables , payables, banking , cash flow). 3. Ageing of Receivables and payables and push the collection by calling customers 4. Handling Letter of credit issuance from many banks 5. Preparation of cheques and transfer letters 6. Meeting with Customers and vendors and reconciliation of accounts 7. Attending internal meetings with all departments 8. Provide support to all departments on finance related queries 9. Fixing the credit limit for customers and push sales team for increasing the customers instead credit to same customers 10. Having the database of more than 50000 peoples in UAE and GCC who were customers, vendors , bankers , etc. |

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