

MUNEER RASHEED



Muscat – Sultanate of Oman



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Chartered Certified Accountant and Global Management Accountant with 20 years of extensive experience in financial roles. Expertise in financial analysis, budgeting, cash flow management, and compliance with IFRS standards. Proven success in leading financial operations, optimizing costs, managing credit and inventory, and implementing strategic financial models and policies. Skilled in preparing financial statements, overseeing audits, and enhancing ERP systems. Known for effective team leadership, strategic thinking, and driving business growth through innovative financial strategies. Seeking senior managerial roles to leverage my extensive experience and contribute to organizational success.

AREAS OF EXPERTISE

- Financial Strategy and Planning
- Budgeting and Forecasting
- Cash Flow Management
- Financial Reporting and Analysis
- IFRS Compliance
- Audit Coordination and Management
- Financial Systems Implementation
- Cost Optimization and Control
- Strategic Financial Modelling
- ERP System Management
- Team Leadership and Development
- Stakeholder Engagement
- Accounting Policies and Procedures
- Financial Accounting and Administration
- Opex and Capex Budgets Planning
- Financial Statements Preparation
- Financial Models and Frameworks
- Cash Liquidity Monitoring
- Business Case Preparation
- Internal and External Audits
- ERP Implementation
- Government Liaising
- Bank Interaction and Relations
- Cross-functional Coordination
- Corporate Tax and VAT
- US GAPP

WORK EXPERIENCE

Oman Sail LLC, Muscat Governorate, Oman

Head of Finance

October 2017 – Present

- Lead financial strategy, planning, and analysis for Oman Sail, a pioneering organization promoting sailing and maritime activities in Oman.
- Oversee all financial operations, including budgeting, forecasting, and financial reporting, ensuring alignment with organizational goals and regulatory compliance.
- Manage a team of finance professionals, providing mentorship and fostering a culture of continuous improvement.
- Collaborate with senior leadership to drive cost optimization, enhance financial processes, and support strategic decision-making.
- Successfully implemented financial systems and controls that improved efficiency and accuracy in financial reporting.
- Played a key role in securing funding and managing the financial aspects of major projects and events, contributing to the organization's growth and success.

Chief Accountant

October 2011 – September 2017

- Directed day-to-day accounting operations, including accounts payable/receivable, general ledger, and payroll.
- Prepared and analyzed financial statements, ensuring accuracy and compliance with local and international accounting standards.
- Developed and implemented accounting policies and procedures that improved operational efficiency and financial transparency.
- Coordinated with external auditors and managed the annual audit process, resulting in unqualified audit opinions for consecutive years.
- Supported the finance team in budgeting, forecasting, and variance analysis, contributing to more effective financial planning and control.
- Assisted in the financial management of large-scale events and initiatives, ensuring proper fund allocation and cost control.

Morison Muscat Chartered Accountants LLC, Muscat Governorate, Oman

Consultant

July 2008 – September 2011

- Provided expert financial consulting services to a diverse portfolio of clients, including businesses across various industries.

EDUCATION

- **MSc**
Professional Accountancy (2023):
University of London, UK
- **MIFA**
Masters of Investments and
Financial Analysis (2012): Institute of
Chartered Financial Analyst (ICFAI)
University, India
- **MBA**
Major in Financial Management
(2005): Indira Gandhi National Open
University, India
- **MCom**
Major in Accounting (2002): Kerala
University, India

PROFESSIONAL CERTIFICATIONS

- **ACCA:**
Associate in Chartered Certified
Accountants, ACCA-UK
- **CPA:**
Certified Public Accountant, AICPA-
USA
- **ACMA, CGMA:**
Chartered and Global Management
Accountants, CIMA-UK
- **FMAA, CMA, CSCA:**
Certified Management Accountant,
IMA-USA
- **CIA:**
Certified Internal Auditor, IIA-USA
- **CISA:**
Certified Information System
Auditor, ISACA-USA
- **CFE:**
Certified Fraud Examiner, ACFE-USA
- **CFP:**
Certified Financial Planner, FPSB,
India
- **CFA IF, Level 1:**
Chartered Financial Analyst
Institute, USA
- **CFAB/BFP:**
Business Finance Professional,
ICAEW-UK
- **AFM:**
Advanced Financial Modeler, FMI-
Canada

- Conducted comprehensive financial audits, ensuring compliance with regulatory standards and identifying areas for operational and financial improvements.
- Delivered strategic advice on financial management, helping clients optimize their financial processes, reduce costs, and increase profitability.
- Assisted in the preparation of detailed financial reports, risk assessments, and recommendations that supported clients' decision-making processes.
- Collaborated with senior management to develop and implement effective financial strategies, aligning with clients' long-term goals.

Al Saleh Enterprises LLC, Muscat Governorate, Oman

Credit and Inventory Controller

July 2007 – June 2008

- Managed credit control processes, overseeing customer accounts, credit limits, and payment collections to ensure optimal cash flow and minimize risk exposure.
- Developed and implemented inventory management strategies that improved stock accuracy and reduced holding costs.
- Conducted detailed analysis of inventory levels, identifying trends and discrepancies to streamline procurement and reduce excess stock.
- Collaborated with sales and procurement teams to align inventory levels with market demand, improving product availability and reducing lead times.

Senior Accountant

June 2006 – June 2007

- Prepared and reviewed financial statements, budgets, and forecasts, providing insights that supported informed decision-making by senior management.
- Managed the general ledger, ensuring accuracy and compliance with accounting standards.
- Assisted in the implementation of financial systems and processes that improved efficiency and accuracy in financial reporting.
- Collaborated with external auditors during year-end audits, facilitating timely and accurate financial disclosures.

Shriram Transport Finance Company Limited, Cochin Area, India

Assistant Manager

January 2006 – May 2006

- Assisted in managing a portfolio of transport finance products, including vehicle loans and leasing solutions, ensuring compliance with company policies and regulatory requirements.
- Conducted detailed financial analysis to evaluate creditworthiness of applicants, contributing to informed lending decisions and risk management.
- Supervised and trained junior staff, providing guidance on financial procedures and enhancing team performance.
- Developed and implemented strategies to improve customer acquisition and retention, resulting in increased loan approvals and customer satisfaction.

Senior Executive

November 2004 – December 2005

- Managed client relationships and provided financial advisory services, addressing customer queries and resolving issues to ensure high levels of satisfaction.
- Prepared loan proposals and conducted credit assessments, contributing to the approval process and portfolio management.
- Coordinated with internal teams to streamline processes and enhance operational efficiency.
- Monitored market trends and competitor activities to identify opportunities for business development and product enhancement.

Executive

November 2003 – October 2004

- Assisted in the processing of loan applications and documentation, ensuring accuracy and timely completion of transactions.
- Performed credit evaluations and risk assessments to support lending decisions.
- Provided administrative support, including data entry, report generation, and record keeping.
- Engaged with clients to gather feedback and identify areas for service improvement.

- **LII:**
Licentiate in Insurance Institute-Life Insurance, IIL, India

TRAINING / CERTIFICATIONS

- **Attended annual IFRS seminars with Big 4 audit firms**, during 2015-2023, in Muscat
- **Senior Finance Executive Online 12-week** coaching Programme completed (2015), MECA CFO Academy, UAE
- **Managing Projects 3-day course** (2012), The George Washington University, School of Business, Muscat
- **Completed Post Graduate Diploma in Insurance Management** (2005), Alagappa University, India

PERSONAL DETAILS

Nationality: Indian

Date of Birth: 29 / 05 / 1980

Marital Status: Married

Driving License: Valid Oman License

Language: Fluent in English, Arabic (Elementary), Hindi and Malayalam

REFERENCES

Available upon request.

ACCOMPLISHMENTS

- Established and streamlined accounting and financial functions.
- Led the implementation of ERP systems, including Microsoft Dynamics AX 2012 and Oracle Fusion.
- Managed a team of five finance professionals.
- Reported directly to the CFO and CEO.
- Ensured timely delivery of MIS and other financial reports to senior management.
- Served as the primary liaison for statutory, internal, and state audits.
- Coordinated with tax authorities for compliance and reporting.
- Maintained relationships with banks and insurance companies.
- Engaged in cross-functional discussions, providing advisory services on financial and commercial matters.
- Collaborated with Big 4 and other auditors for various audit engagements.

Accomplishments in Quantifiable Terms:

- Oversaw annual budgets ranging from USD 15 million to USD 30 million, ensuring effective business operations.
- Systematically conducted tax assessments over two years, resulting in a tax savings of USD 1 million.
- Implemented cost optimization strategies, achieving a budget savings of USD 8 million during the pandemic.
- Managed the annual budget efficiently, achieving cost reductions of over 10% each year.