

**Mohammed Naeem Ibrahim**  
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Single | Exempted | 30-03-1988  
English : Excellent



## **Professional Summary**

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Committed Financial Planning Analyst with 12+ years of experience serving as primary analytic support and developing processes to track and monitor sales and financial performance. Skilled at creating efficient reporting tools to support effective business decision-making at all levels of the organization , and proven ability to deliver recommendations in a way that drives fosters company-wide adoption and continuous improvement.

## **Education & Certifications**

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### **Degree**

Bachelor of Commerce – Accounting Section,  
Ain Shams University in 2009

### **Certifications**

Certified Management of Accountant (CMA) in 2014  
Financial Risk Manager (FRM) in 2017  
Advanced analytics Power Bi 2021  
English Course at American university in Cairo 2008

## **Professional Experience**

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### **Senior Financial Planning Analyst**

MADINA PHARMACEUTICAL INDUSTRIES  
**Pharmaceutical& FMCG**

**09/2018-Present**

Cairo, Egypt

- Manage end to end demand forecasting (both volume and value) to improve sales forecast reached to 90% accuracy and reduce end-to-end COGS by 20%.
- Developed and implemented processes and metrics for the sales and operation department to ensure minimum stock out at plant level and daily coordination with the sales team to ensure on-time delivery.
- Collected, analyzed, evaluated, and reported sales results and workflow to identify steps to increase sales productivity & results; drove process enhancements that increased revenues 36% in one quarter.
- Consolidate, review and analyze financial reports, cost center wise budgets and forecasts of P&L, Balance sheet and Cash Flows based on inputs from all businesses, present them in discussions to management.

### **Senior Financial Planning Analyst**

AL MOWAREDAH TRADING GROUP  
**Oil's Pipes Distributions& Infrastructure**

**01/2016-01/2018**

Riyadh, Saudi Arabia

- Improves financial status by analyzing results; monitoring variances; identifying trends; recommending actions to management.

- Support and prepare the feasibility studies for infrastructure projects, tracking process preparation for assigned projects in conjunction with the management directors.
- Building and maintaining detailed financial models including revenue and cash-flow projections.

**Financial Planning Assistant**  
**3 GATES FOR CONSULTING**  
 Consulting Services

**05/2015-12/2015**  
 Cairo, Egypt

- Develops financial strategies by guiding client to establish financial goals; matching goals to situation.
- Prepare preliminary financial planning recommendations and initial product solutions for advisor
- review and use in client meetings.
- Track and monitor client Financial Planning arrangements, billing and due dates.
- Support in investment Research.

**Junior then Senior Accountant**  
**AMINAK**  
 Fashion Business

**04/2010-04/2015**  
 Cairo, Egypt

- Review and re-evaluate the chart of accounts regularly to make the presentation of financial position and compatible with the Egyptian Accounting Standard.
- Plans, manages, coordinates, and implements the year end closing processes and procedures for the assigned accounting records; conducts year-end closing process; provides information to financial auditors; conducts standard internal audits of various accounting records.
- Prepares critical fiscal documentation regarding accounting activities, e.g., weekly, monthly, quarterly, and annual reports.

### **Professional Skills**

- Excel Financial Modeling .
- Oracle
- Power BI
- R
- Data Storytelling
- Balanced Scorecard
- Supply Chain Planning