

**Mohammed Naeem Ibrahim**  
Shrouck City, Cairo, Egypt  
00201033662599 | [Mohamed.nei@gmail.com](mailto:Mohamed.nei@gmail.com)  
[LINKEDIN PROFILE](#) | [MY PORTFOLIO](#)  
Single | Exempted | 30-03-1988  
English : Excellent



## **Professional Summary**

15+ years of experience in looking at the business as a whole, identifying what kind of analyses can be done with the given data, and what new data can be brought into the organization to extract more insights and Collaborate with various functions to understand business needs, define metrics, translate data output to actionable insights, and cultivate a data driven culture in addition to I am organizational coaching to help individuals unlock their creative potential to explore new & different approaches so they can achieve their ambitious/challenging goals while improving organizational performance & efficiency.

## **Education & Certifications**

### **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**

### **Financial Planning Analyst Section Head**

Acrow Misr

**09/2022- Present**

Cairo, Egypt

#### **Manufacturing and installing of formwork and scaffolding.**

- Manage feasibility studies for new branches and prepare detailed cash flow and investment analysis with sensitivity analysis to assist with feasibility valuation process and make recommendation.
- Perform regular detailed level (Commercial & Manufacturing) Financial reviews and variance analysis with business Management for ensuring that business performance is in line with relevant budgets/Forecasts.
- Support Management in establishing and reviewing the KPI trends & summarize key findings and suggest improvement plans.
- Consolidate and validate the budget/ forecast submission from the respective business and arrange the review with business management.

**Freelance Data Insights Analyst**  
**POWER BI-TRICKS**  
**Freelancer**

**08/2022-Present**  
Cairo, Egypt

Helping businesses extract actionable insights from data to support decision making.

- 13 years of analytics related experience across 5 industries (Fashion, Infrastructure, Retail, Manufacturing, Pharmaceutical) and various functions (Sales & Marketing, Supply Chain, Operations, Budgeting, Cash flow, Financial Modelling, Forecasting)
- Familiar with Oracle, QuickBooks, Power BI , R , Excel
- My Portfolio site <https://mohamednei.github.io/finalweb1/>

**Senior Financial Planning Analyst**  
**MADINA PHARMACEUTICAL INDUSTRIES**  
**Pharmaceutical& FMCG**

**09/2018-06/2022**  
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**

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

*mohammed*  
IBRAHIM