

MOHAMMED HUSSAIN

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HIGHLIGHTS

- 9+ years international experience in both public and high-growth organisations. Specialise in strategic finance, FP&A, and financial modelling
- Demonstrated ability to communicate complex financial information to non-financial stakeholders, including executive leadership and cross-functional teams
- Experience leading and collaborating with teams, fostering a culture of data-driven decision-making and continuous improvement
- Technical skills: Excel, Google Suite, Financial Modelling, Netsuite, Xero, COGNOS, TM1, Power Query, VBA, Power BI, MySQL, R, Python (Basic), Salesforce

EXPERIENCE

Builder.ai (Series D Startup – SaaS business - Apps), Strategic Finance Manager (Global), London Jun 2022– Present

- Led a cross-functional team to achieve a significant milestone, unlocking 10x more free cash flow per month and mitigating working capital risks
- Established collections reporting process (c\$1M ARR) for one of Builders products, reducing turnaround time from 6 to 2 days and enhancing seller retention
- Streamlined the G&A reporting process reducing the time to close from 6 days to 3 days and produced high-quality board-level presentations
- Provided data-driven insights using Salesforce data to sales leaders. Identified inconsistencies in how teams recorded sales and drove the process change required to ensure accurate sales information was being reported
- Drove a cross-functional initiative to establish over 20 essential KPI metrics across multiple departments

Amazon, Junior Lead EU FP&A Planning, Luxembourg May 2019 – Oct 2021

- Developed a financial cost plan worth \$10bn to reflect the uncertain impact of COVID on EU outbound logistics. Owned the consolidation and was the finance business partner for 20+ stakeholders across US/EU. Delivered 4 annual forecasts and 5 quarterly forecasts
- Optimised financial planning process duration from 4 weeks to 2 weeks by implementing a predictive forecast model with error checking, reducing COGNOS reloads
- Discovered a \$16m positive YoY impact due to incorrect financial calculation in the backend of financial system. Supported US engineering teams to resolve the issue in the financial system
- Led a project to assess and mitigate the financial impact of reclassifying a customer shipping option, enhancing cost management for 3 billion units
- Leveraged MySQL to streamline the financial plan data archiving process, reducing time from 3 FTE days to 1 FTE day and improving data accessibility
- People: Championed meditation workshops because of COVID's impact on employee mental health. Coached 3 interns and facilitated the development of business acumen and technical skills

BCA Logistics (Automotive logistics business), Senior Analyst UK FP&A, Birmingham Jan 2016 – Apr 2019

- Saved £200k per year by transforming the BCA network of logistics hubs applying heatmap data insights. Used insights to drive a hub expansion program and reduced vehicle delivery cost
- Generated £100k of annual revenue and improved customer profitability. Accomplished by leveraging contract changes, e.g. issuing sales price increase based on increase in customer volume
- Saved 4 FTE days per month by automating the weekly accounts payable process in VBA
- Merged 3 financial data systems to produce an automated data model in Excel. Saved 2 FTE days per month. Access to high quality data enabled better resource allocation decisions for the delivery route planning teams

Miramar Services (Corporate Finance – M&A business), Corporate Finance Executive, Birmingham Mar 2015 – Dec 2015

- Spearheaded the build of a 3-way financial model capable of modelling 3+ deal scenarios. As a result, a functional deal was presentable in 2 days instead of 4 days
- Directed end-to-end deal process for company disposals worth up to £50m
- Key deals: £20m group acquisition, £3m fundraise for a concept pizza franchise, £7m disposal of a lubricants business

EDUCATION

ACCA, *Qualified through Experience*

Investment Banking Institute, *Financial Modelling and Valuations Course, London*

2014

Keele University, *Bachelor of Science in Actuarial Science, Keele*

2013

- *Top 10% of the cohort. Awarded £500 “outstanding A-level results” bursary*

Heart of England College, *A-levels, Birmingham*

2010

- A-levels: Mathematics (A Grade), Chemistry (B Grade), Psychology (B Grade)

OTHER

- Articles: <https://fpa-trends.com/author/mohammed-hussain>
- Languages: English (native), Urdu (mother tongue), French (conversational), Spanish (learning)
- Salsa mambo dancer, meditation coach, career mentor

KEYWORDS

- *Strategic Finance, Commercial Finance, Business Partnering, Budgeting, Financial Reporting, Financial Models, Balance Sheet, ERP, Business Strategy, Continuous Improvement, Business Process Improvement, BPI, SQL, Leadership, Accountability, GTM, Go To Market*