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SENIOR FINANCE /CFO PROFILE – FINANCE – PLANING-COMPLIANCE



**Finance &
Accounts
Management**



**Strategic
Planning**



**Stakeholder
Management**



**Compliance,
M & A & "Big 4"**



**Team
Management**

- ✓ A highly qualified and seasoned professional with 21+ years of rich experience in various financial domains including Oil & Gas with globally renowned organizations in the MENA Region, Norway, UK & India with a Big 4 Experience.
- ✓ An expert in developing and implementing Financial Control Frameworks across multiple geographies/ entities / BUs.
- ✓ Certified in Chartered Accountancy, Investment and Portfolio Manager, Cost & Management Accountancy, Petroleum Accounting IFRS, and Energy Management
- ✓ Commercially astute leader with solid experience in risk motivation, financial strategy, Tax and VAT.
- ✓ Adept at budgeting and forecasting techniques, with proven acumen through reduced costs, enhanced working capital and decreased interests. Reviewed and approved the BOD reports and quarterly & annual presentations.
- ✓ Risk mitigation through risk analysis (FRM) and Insurances. Expert in Insurance cum investments advises.
- ✓ Takes initiatives to constantly improve processes and uphold integrity and compliance; specialized in implementing Anti-Corruption/Anti Money Laundering protocols throughout the business units
- ✓ Deft in liaising with the JV partners & government officials as per the blocks' Production Sharing Agreement (PSA) and joint operation agreement
- ✓ Handled and implemented many major software's in ERP domain such as SAP & Epicor and Integrated medium range software's for Finance, Inventory, HR and Supply chain (Sage, Peachtree, Tally & Maisy).
- ✓ Holds the reputation for imitating, panning and successfully implementing a shared services model designed to have 3 Yemen blocks under 1 management team, saving more than US\$ 10 million an annum.
- ✓ Managed the treasury management including fund raising, Investment management, Portfolio management and M & A valuations and implementation.
- ✓ Credited for negotiating a 14-year cost recovery audit with the Yemeni government saving 500 million of US dollars and achieving lower than expected industry benchmarks
- ✓ Wealth of experience in steering the organisation through socio economic and politically turbulent time such as war, drop in oil prices, global meltdowns etc.
- ✓ Natural leader capable of recruiting, building and leading highly successful and result producing teams
- ✓ A keen planner highly organised, self-motivated with a proven track record of achieving personal and organisation objectives consistently

KEY RESULT AREAS

- | | | |
|-------------------------------|------------------------------------|-----------------------------------|
| ▪ Finance Management | ▪ Economic & Business Analytics | ▪ Petroleum Industry Accounting |
| ▪ Investment Management | ▪ Inventory Management | ▪ ERP / Epicor implementation |
| ▪ Economic Evaluations | ▪ IFRS /GAAP Adopt /Apply | ▪ Fiscal Terms Evaluations |
| ▪ Tax / VAT Advisory | ▪ EITI Reports | ▪ SORP/ Corporate Reporting |
| ▪ PSA/PSC Negotiation | ▪ Contract Management | ▪ Crude Oil Marketing & Valuation |
| ▪ Project Finance | ▪ Budgets & Forecasts | ▪ M&A Management |
| ▪ Legal Due Diligence | ▪ Regulatory Compliance | ▪ Bid Analysis & Tax Planning |
| ▪ Capital Budgeting | ▪ CAPEX Management | ▪ Risk Management & Mitigation |
| ▪ Operational Risk Assessment | ▪ Fraud Assessment & Investigation | ▪ Working Capital Management |
| ▪ Internal Controls Policies | ▪ Internal & External Auditing | ▪ Business Process Reviews |
| ▪ Cost Control & Optimization | ▪ EBIDTA Improvement | ▪ Government Liaison |
| ▪ Turbulent Times Management | ▪ Stakeholder Relations | ▪ Team Management & Leadership |

CAREER PROGRESSION

Jan 2021 – Till date	Akshay Software Technology, Dubai	Part-Time Consultant as a General Manager / VP
Jan 2017 – Dec 2020	SGC Oil & Gas (MNC), Dubai	General Manager - Finance & Administration
Sep 2004 - Dec 2016	DNO International ASA, Dubai	Chief Finance Controller
Sep 2000 - Sep 2004	DNO Yemen (3 - 7 Licenses), Yemen	Financial Controller
Sep 2000 - Sep 2004	Dove Energy Limited, Yemen	Part-Time Finance Controller

Snapshot

- ✓ Acted as the Single Point of Contact for a team size of 300+ employees and vendors numbering more than 1200 in issues related to Finance, Operations and Administration
- ✓ Holds the credit of successfully raising working capital for various projects to a tune of US\$ 500 - 600 million and ensured successful management of such funds
- ✓ Coordinated the preparation of annual work program and budgets for all the blocks and submitted them to the stakeholders which included Petroleum Exploration and Production Authority, Ministry of Oil & Minerals and other partners as envisaged in the Production Sharing Agreement
- ✓ Prepared & the submission of the monthly reports to the Head Office, partners, MOM & PEPA
- ✓ Prepared and maintained crude oil production accounts including Notice of Entitlement, calculated crude oil nomination percentage for lifting parties and administered crude sales contracts including monitoring the crude lifting
- ✓ Coordinated with the MOM crude oil marketing department to resolve issues related to under lifting/over lifting and reconciliation of export crude
- ✓ Supervised the preparation of the monthly reports for communication with the MOM, the Ministry's crude oil marketing department and the JV Partners
- ✓ Ideated and placed measures aimed at improving process workflow, containing costs and achieving operational excellence
- ✓ Prepared and maintained the inventory statement of crude and conduct inventory audits to identify and reconcile discrepancies
- ✓ Constantly monitored and assured compliance with the local statutory accounting requirements, taxation regulations, finance and accounting requirements of JOA & PSA
- ✓ Enabled the execution of planned work programs through estimation of cash flow and issuing monthly cash calls to JV partners and the Head Office
- ✓ Significant and extensive contributions associated with improvements in financial reporting, business controls, cash management, financial planning, budgeting, cost accounting and business systems
- ✓ Ensure that all employment contracts are prepared in adherence to company policies & procedures and advise the administrative coordinator on local employment issues.
- ✓ Prepare & implement policies & procedures required for effective financial controls of the company operations
- ✓ Deliver presentations on & provide on-the-job training to company staff on oil & gas accounting
- ✓ Prepare Extractive Industries Transparency Initiative (EITI) reports for submission to the Yemeni EITI Council
- ✓ Generated and administered significant cost/working capital reductions, maximized the corresponding cash flow and Return on Net Assets
- ✓ Oversees and supervises the financial/business planning and forecasting with special emphasis on cash flow, product pricing, profit levels, financial ratios and reporting
- ✓ Developed and implemented new financial planning models/processes which provides for greater forecast accuracy and individual organizational input, responsibility and flexibility

Achievements

- ✓ Lead the finance & administrative functions of 3 business units with average annual budget of US\$ 500 million
- ✓ Successfully implemented cost reduction initiatives including value engineering resulting in an optimized cost of production and low barrel cost
- ✓ Delivered gross savings of USD 15 million p.a across each BU by driving various projects including Cost reduction drive / Value Engineering.
- ✓ Reduced rejection rates from the existing standard of 20% to between 1.5% & 3% through streamlined & seamless auditing thus establishing a new benchmark
- ✓ Led the successful negotiation & signing of several Production Sharing Agreements (PSA)/Production Sharing Contracts (PSC) with the ministries of finance & oil of various countries
- ✓ Developed & implemented reporting structures & procedures to achieve compliance with PSA/PSC requirements

- ✓ Contributed to the sustained business operations during high-risk situations including war with the lowest cost of operations in Yemen, Tunisia & Iraq
- ✓ Led the successful migration of several software programs into a single ERP – Epicor – and led implementation across all business units
- ✓ Handled the successful transition of several software modules into a single ERP - Epicor, leading the implementation across all the business units
- ✓ Managed the process which raised additional funds through equity to discharge liability of USD 400 million through long term loans

CAREER PROGRESSION - AUDIT

Feb 1999 - Aug 2000	EY - UK & Yemen	Senior Auditor
Jul 1996 - Jan 1999	V Rengarajan, Chartered Accountants, India	Senior Auditor
Jan 1993 - Jun 1996	R Ramanathan and R Sadasivan & Co Chartered Accountants, India	Article Student

EDUCATION & QUALIFICATIONS

- ✓ Executive MBA in Energy Management, BI Norwegian Business School, Norway – Courses at BI Norwegian Business School, Norway, IFP School, Paris France & Nanyang Technological University, Singapore, 2012
- ✓ Advanced Corporate Finance, IIMA & Mergers, Acquisition and Restructuring (M &A), IIMA
- ✓ Pursuing CFA /CFP courses for academic interest.
- ✓ Fellow of the Association of International Accountants (FAIA), Association of International Accountants, UK, 2013
- ✓ Certified Management Accountant (CMA), Institute of Management Accountants (IMA), USA, 2010
- ✓ Diploma in International Financial Reporting (DiplFR), ACCA Global, UK, 2009
- ✓ Post Qualification Course (PQC) – International Trade Laws & WTO, Institute of Chartered Accountants of India, India, 2007
- ✓ Postgraduate in Oil & Gas Law, Robert Gordon University, Aberdeen, UK, 2007
- ✓ Certified Business Manager (CBM), Association of Professional Business Management (APBM), USA, 2004
- ✓ Accredited Petroleum Accountant, Council of Petroleum Accountants Societies (COPAS), USA, 2004
- ✓ Certified Information System Auditor, ISACA, USA, 2001
- ✓ Chartered Accountant, Institute of Chartered Accountants of India (ICAI), 1998
- ✓ Cost & Management Accountant, Institute of Cost Accountants of India (ICMAI), 1996
- ✓ Bachelor of Commerce (B.Com.), University of Madras, Chennai India, 1992

PROFESSIONAL AFFILIATIONS

- ✓ Institute of Chartered Institutes of India (ICAI), India – Fellow Member (FCA)
- ✓ Institute of Cost Accountants of India (ICMAI), India – Fellow Member (FCMA)
- ✓ Association of International Accountants (AIA), USA – Fellow Member (FAIA)
- ✓ Institute of Management Accountants (IMA), USA – Member (CMA)
- ✓ Society of Petroleum Engineers (SPE), USA – Member
- ✓ BI Norwegian Business School, Norway; NTU Singapore, IFP Paris France- Alumni Associate
- ✓ Association of Professionals in Business Management (APBM), USA – Associate Member
- ✓ Certified Information System Auditor (ISACA), USA – Professional Associate Member

TRAINING

- ✓ Leadership & Finance Strategy, Wharton Business School, University of Pennsylvania, USA, 2012 & 2015
- ✓ IFRS for Oil & Gas – Application of Key Standards & Update, Dubai UAE, 2009
- ✓ Petroleum Finance & Accounting Principles, OGCI – PetroSkills, USA, 2008
- ✓ World Legal Systems & Contracts for Oil & Gas, CWC Group, London UK, 2008
- ✓ Enhancing Management & Supervisory Skills, INTECH Kuwait at Sana'a Yemen, 2007
- ✓ Developing & Implementing Production Sharing Contracts, MDT International, Aberdeen UK, 2005
- ✓ Worldwide Petroleum Economics, OGCI – PetroSkills, London UK, 2005
- ✓ Basic Petroleum Technology, OGCI – PetroSkills, Katy, TX USA, 2002

PERSONAL INFORMATION

Date of Birth:	22 nd July 1967
Languages:	English, Arabic, Tamil
Nationality & Passport:	Indian
Social Roles:	Trustee of Yemen Smile Charity; Finance Member of Indian Embassy School Sana'a Yemen
Passport:	Z5314041 valid till 2030