

Strategic leader with extensive expertise in leading high-performing teams and operations in support of organizational financial success. Collaborative communicator focused on engaging within internal and external teams to support strategic initiatives and policies. Detailed organizer with distinct skill set in executing and overseeing multiple financial and accounting processes, reports, and documents. As a MBA graduate and a financial modeling and valuation analyst, capable to apply my knowledge, qualifications and technical know-how in my work and tasks assigned, and to add a feasible value to my work environment and play a distinctive role in the business growth and continuity.

## Work Experience

### Rida National Plastics, Lagos, Nigeria

2017 – 2022

#### Corporate Finance Assurance and Operations Manager

Administer and execute multiple financial activities, including manufacturing costing, financial analysis, and budgeting. Create financial forecasting models to guide long-term strategic plans. Cultivated effective business relationships with clients to increase overall experience, satisfaction, and retention rates. Oversee division level managers, operations, sales, finance, human resources, safety, and compliance staff, utilizing matrix management techniques. Optimize organizational operations and decision-making processes ongoing. Launch strategic improvements based on business needs, including creation of online payment system, new documentation standards, and strengthening of relations with auditors.

- Developed internal marketing strategy, “Shabbas Bonus,” to grow sales and award sales representatives upon achieving 70%+ of monthly targets. This strategy led to improve the sales team performance and increased the sales revenues by 30+ during a year.
- Implemented changes in communication strategies between lower, middle, and top management and Board of Directors, enhancing organization’s ability to achieve strategic goals and objectives using new communications and reporting techniques based on ERP.
- Utilized risk assessment model and findings to influence and develop risk mitigation plan for financial and asset risks.
- Formed confidential supply chain channels, leading to increased supplier loyalty and business growth opportunities.
- Served in organizational efforts to introduce customer-centric relationship management strategies, resulting in increased monthly sales and market share for 5% every quarter.
- Coordinated relations with suppliers, ensuring continuity of raw materials inflow at sufficient levels and to mitigate any production losses, granting supplier a rebate percentage based on supply quantities inflow and raw materials priority.

### Marvand Service LDA, Luanda, Angola

#### Director of Finance and Administration

2016 – 2017

Directed team in executing finance and administrative tasks and projects accurately and efficiently. Oversaw financial projects department focused on reducing costs. Administered staff responsible for conducting financial analysis and cash flow projects. Collected financial information and collated into monthly reports, given to donors and government partners. Developed various budgets and monitored allocation of funds, ensuring adherence to projections. Partnered with Executive Director on coordinating several financial and administrative functions.

- Led cost reduction projects focused on cost control of construction for individual projects, ensuring correct allocations of costs and related activities, which had a realized positive impact and increased the profitability of the business by 10%.
- Established various financial procedures to bolster organizational success, such as liaising with banks to facilitate loans for construction projects.

- Implemented template to review new business projects, laying framework to review bill of quantities, create financial models, and project cash flows and revenue.

## Basel Angola Detergents Production Company, Luanda, Angola Accounting Manager

2012– 2015

Led accounting department operations in developing and achieving organizational goals and objectives. Prepared and oversaw company budget, reviewing actual expenses and revenue in accordance with business plans. Executed oversight and processing of multiple financial functions, including processing of accounts payable and receivable, general ledgers, payroll, utilities, treasury, budgeting, forecasting, revenues, and expenditures. Delivered ongoing reports and updates to management on expenses in relation to established budget. Played integral role in determination of product pricing and strategy, incorporating competitive pricing figures. Performed cost reduction analyses.

- Played integral role in developing strategic financial direction by creating codes for accounting tasks, resulting in 20% increase in revenue.
- Analysed and evaluated company financial results ongoing, utilizing findings to provide recommendations to management.
- Served as company liaison with auditors, providing required reports and documentation, discussing accounting adjustments needed prior to conclusion, and raising final auditing reports.

## Core Competencies

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|------------------------------------|-------------------------------|------------------------------------|
| ◆ Budget Development & Oversight   | ◆ Financial Risk Management   | ◆ Strategic Policies & Initiatives |
| ◆ Financial Reporting & Modeling   | ◆ Audit Controls & Procedures | ◆ Staff Leadership & Development   |
| ◆ Cashflow Management & Projection | ◆ Cost Reduction Strategies   | ◆ Negotiation & Communication      |
| ◆ Financial Analysis & Valuation   | ◆ Operations and Supply Chain | ◆ Goals Oriented                   |

## Education & Professional Development

### Master of Business Administration

University of South Wales, Wales, UK, 2022

### Bachelor of Arts in Commerce and Business Administration

Beirut Arab University, Beirut, Lebanon, 1994

## Certifications

### Financial Modeling & Valuation Analyst (FMVA)

Corporate Finance Institute, Vancouver, Canada, 2021

### Financial Risk Management

London Corporate Training, London, UK, 2019

## Languages

Arabic: Native

English: Professional

French: Professional

Portuguese: Advanced