

# Arsalan Shaikh

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Location: Karachi, Pakistan.



## INTRODUCTION

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Results-driven finance professional with over 10 years of comprehensive experience across various finance functions, including payroll & funds management, receivables, sales control, commercial finance, and financial planning & analysis. ACCA qualified since 2016, with a proven track record of delivering strategic financial insights and supporting business decisions. Skilled in optimizing processes, driving cost efficiency, and ensuring accurate financial reporting to support organizational growth

## WORK EXPERIENCE

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### 1) Financial Business Partner

**National Foods Limited**, City: Karachi | Country: Pakistan (Dec 2021 – Current)

- Budgeting and Forecasting: Lead budgeting and forecasting for the local entity with annual revenue of PKR 60+ billion, identifying financial risks and opportunities while ensuring the accuracy of financial models and projections.
- Pricing and Profitability: Drive pricing strategies for 200+ products, optimizing prices based on market trends, costs, and competitor analysis to maximize profitability and market share.
- Business Partnering: Provide financial and business support to commercial, sales, and operations teams, delivering data-driven insights and ensuring the effective use of PKR 4 billion in trade and marketing expenditure.
- Master Data Governance & Receivables Management: Maintain accurate data for 600+ distributors in SAP, ensuring compliance with workflow documents. Manage credit control processes, including assessments, payment plans, and issue resolution.
- Return on Investment: Prepare reports and presentations on the top 20 distributors' performance and ROI. Led an ROI improvement initiative, transitioning distributors to a fixed margin model, resulting in a 2% margin reduction.
- Projects and Developments: Optimize inventory management from raw materials to customers by identifying inefficiencies, collaborating with stakeholders, and implementing strategies that reduce stock cover days from 15 to 12.

### 2) Senior executive sales controller

**Shan Foods Private Limited**, City: Karachi | Country: Pakistan (Oct 2016 – Nov 2021)

- Controlling and reporting - Prepare sales dashboard covering PKR 25 billion revenue achievements, Sales returns, regional P&Ls, subsidy to distributors, distributor ROI, people costs, and freight cost analysis.
- Planning, budgeting and regular forecasting – Prepare sales department annual budget and operating plan.
- Claims management - Review and approve distributor trade expenditures annualized claims of PKR 4 billion.
- Audit and compliance - Prepare SOPs and conduct stock, trade expenditure and good warehouse practice audits.
- Projects: Successfully implemented master distribution models by inducting 6 main distributors as master distributors for +400 sub distributors which also resulted in transformation of redistribution cost.

### 3) ACCA trainee

**Sui Southern gas company Limited**, City: Karachi | Country: Pakistan (Sep 2014 – Sep 2016)

- Assist Chief Manager to compile data on templates related to payroll for submission to regularity authorities.
- Assist Chief Manager Payroll to process the payroll of +7,000 employees monthly.
- Prepare monthly schedules of advanced salary and reconcile payroll related general ledger, Coordinate with the funds section to process final settlements, Liaise with Internal and external auditor.

## EDUCATION

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- **ACCA** (2016)
- **Bachelor of commerce** (2014)  
University of Karachi

## SKILLS

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Analytical thinking / Problem solving / Team management / Budgeting and forecasting / Scenario planning / Team management / Data analytics / Auditing and compliance management / Financial modelling / Business partnering and cross function collaboration.