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| **PRADEEP**  [**PRADEEP.341036@2freemail.com**](mailto:PRADEEP.341036@2freemail.com)  **General Manager / Business Head** Resourceful big picture thinker who confidently champions business objectives through business leadership and financial acumen | | |
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| core24x24icons Area of Excellence   |  |  | | --- | --- | | Business strategy and Execution |  | | Commercial Operations |  | | Policy Formulation & Execution |  | | Financial planning and Implementation |  | | Fund Management |  | | HRM & Administration |  | | Team Building & Leadership  Quality Control and Assurance |  | | | knowledge24x24icons Profile Summary   * Highly accomplished professional leveraging **21 years** of proven success in impacting organization profitability through effective strategic & tactical management decisions and new business opportunities * Currently associated with OCOCO DMCC, Dubai, UAE as General Manager; **(also heading the company business unit of manufacturing and trading of cocoa products and cocoa beans in Ivory Coast)** comprehensive exposure of varied industries such as Food Processing, Agriculture, Trading, Retail, FMCG, Real Estate, Export, Freight Forwarding and Telecom * Strategist with commercial acumen in Financial Planning & Budgeting in order to restore financial health of the company * Adaptable with a commendable path of professional development and recognitions for directing implementation of best practices in the acquisition due diligence, modelling, integration and accounting processes * Exhibited tenacity in building areas of finance & facilities functions from ground-up including high performing team and operational processes   edu24x24icons Education   * Masters in Finance from Kerala University in 1995 * B.Com. from Mahatma Gandhi University in 1992 |
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| career24x24icons Career Timeline    Since Sep'10 Ococo DMCC, Dubai,  Sep’10-Jun’12: Head-Finance & Accounts  Jul’12-Present: General Manager  Boyce Worldwide,Houston, TexasVice President of International Sales  2003-2005  Pan Africa LLC, Dubai, UAE as Chief Financial Officer  Jan’09-Jun’10  May’05-Dec’08 Dubai Oasis Real Estate LLC, Dubai, UAE as Group Finance Controller  Gulf Trading LLC, Dubai, UAE as Chief Accountant  Oct’98-Apr’05  Jan’96-Feb’98 BPL Mobile Ltd., Cochin, India as Accounts Officer | | |
| Work Experience  **Since Sep'10 with OCOCO DMCC, Dubai, UAE**  **Deputations Handled:**  Sep’10-Jun’12 Head-Finance & Accounts  Since Jul’12 General Manager  (Heading the business unit, which includes a manufacturing unit of cocoa liquor, procurement and export of cocoa beans  **turnover $100M+, Number of Employees – 200)**    **Jan’09-Jun’10 with Pan Africa LLC, Dubai, UAE as Chief Financial Officer**  Part of Al Dhaheri Group, a reputed local group in to trading & Freight Forwarding  **May’05-Dec’08 with Dubai Oasis Real Estate LLC, Dubai, UAE**  **Group Finance Controller**  **Oct’98-Apr’05 with Gulf Trading LLC, Dubai, UAE**  **Chief Accountant**  **Jan’96-Feb’98 with BPL Mobile Ltd., Cochin, India as Accounts Officer**    **Key Result Areas:**   * Implementing complex business processes, strategic and annual profit/ business plans, HR and staffing policies and accomplishing corporate goals. * Supervising and leading the commercial team to achieve the sales and procurement target. * Supervising all financial transactions, reporting and policies including account transactions, timely completion of audit schedules. * Negotiating with the banks and other financial institutions to increase the existing credit lines and engage new financial arrangements. * Leading due diligence on acquisitions and mergers. * Instituting controls, teamwork and accountability throughout and representing organization at national & international level. * Liaising with the board of directors to notify on company performance and development. * Developing recruitment procedures for selecting appropriate candidate and maintaining suitable staffing structures. * Ensuring adherence to compliance with statutory obligations, articles & memorandum of association. * Instituting company accounting processes & systems for variance analysis, monitoring and reporting. * Steering accounting operations, financial transactions, general ledger account transactions & reconciliations, balance sheet, P&L account, costing and so on * Directing preparation of MIS reports to provide feedback to top management on financial performance, viz. monthly profitability, age-wise analysis of debtors as per the requirement of management * Coordinating with legal advisers to update changes in UAE rules & regulations on real estate, labor department and so on   **Highlights:**   * Guided business towards areas of improvement which resulted in 400% increase in business value and 40% reduction in cost * Nurtured and led 200 team members in sourcing, managing and implementing new business opportunities   Z:\Approved_ResDev_Repository\Formats\Visual Resume Formats 2015-16\Icons\Soft-Skills24x24icons.png Technical Skills   * Office Automation & Internet Applications   Z:\Approved_ResDev_Repository\Formats\Visual Resume Formats 2015-16\Icons\personal-details24x24icons.png Personal Details  Date of Birth: 30th May 1972  Languages Known: English, Hindi and Malayalam | |