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| **PRADEEP** **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

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| 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'10Ococo DMCC, Dubai, Sep’10-Jun’12: Head-Finance & Accounts Jul’12-Present: General ManagerBoyce Worldwide,Houston, TexasVice President of International Sales2003-2005Pan Africa LLC, Dubai, UAE as Chief Financial OfficerJan’09-Jun’10May’05-Dec’08Dubai Oasis Real Estate LLC, Dubai, UAE as Group Finance Controller Gulf Trading LLC, Dubai, UAE as Chief AccountantOct’98-Apr’05Jan’96-Feb’98BPL 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

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Z:\Approved_ResDev_Repository\Formats\Visual Resume Formats 2015-16\Icons\personal-details24x24icons.png Personal Details Date of Birth: 30th May 1972Languages Known: English, Hindi and Malayalam |