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**Mohamed**

**Mohamed.354565@2freemail.com**

**FINANCE DIRECTOR /SUPPLY CHIAN/FINANCIAL CONTROLLER/SENIOR FINANCE MANAGER/FINANCE MANAGER/FINANCIAL REPORTING MANAGER/FINANCIAL PLANNING MANAGER**

Accomplished finance management professional offering years of quantifiable experience in corporate financial services management. Expertise in developing robust financial strategies for investing in future sustainable, business growth. Qualified with a Bachelor of Commerce – Major in Accounting and currently pursuing Certified Management Accountant (CMA). Showcasing high levels of analytical skills while implementing continuous process improvements within the financial sector. Exceptionally competent in handling accounting statistics with proven decision-making skills and ability to shoulder responsibilities with utmost sincerity and dedication. Appreciated on numerous occasions for ensuring fiscal integrity through effective administration and accounting of financial resources and activities. Acknowledged by management for building cordial relations with financers/bankers, external and internal auditors and tax agents. Currently seeking an opportunity to work as part of a dynamic and professional team for leveraging knowledge into value for ensuring long-term benefit of an organisation and its stakeholders.

**CORE COMPETENCIES**

▪ Financial Policy and Profitability ▪ Transaction Negotiation and Documentation ▪ Planning and Forecasting Activities ▪ P&L Management ▪ Risk Management and Financial Control ▪ Budget Allocation and Control ▪ Financial Modelling ▪ People Management ▪ Overhead Cost Reduction ▪ Business Expansions and Start-Ups ▪ Development and Implementation of KPIs ▪ Financial Due Diligence ▪ Industry Best Practices and Compliance ▪ Audit and Corporate Governance

▪ Process Development and Continuous Process Improvement ▪

KEY SKILLS

* ***Leading Business Strategy*** – Instrumental in establishing yearly objectives and overseeing budgetary planning and costs management in alignment with company objectives while assessing organisational performance. Formulating tools and systems for providing critical financial and operational information and implementing actionable recommendations on both strategy and operations.
* ***Financial Planning and Analysis*** –Detail-driven in maintaining financial planning reports and monthly P&L forecasts. Commendable in providing strategic and tactical recommendations based on complete analysis of financial results of various business initiatives.
* ***Financial Control*** –Exceptional skills in leading the business to attain new levels by capitalising on unexplored opportunities. Accuracy in monitoringfinancial operations including accounts payable/receivable, payroll, banking, commissions and cash management as well as conducting monthly/quarterly financial reviews with departmental heads while upgrading proper controls and compliance relating to revenue classifications and expense allocations.
* ***Accounting and Administration*** –Attributed for enforcing appropriate internal controls and financial procedures with emphasis on timeliness and accuracy. Skilled in overseeing the accounting department and proper maintenance of all accounting systems/functions while ensuring adherence to legal and regulatory compliances.
* ***Stakeholder Liaison and Relationship Building*** – Expertise in establishing credible working relations with external and internal stakeholders/clients. Maintaining professional rapport with end users and effectively coordinating with sponsors for attaining organisational excellence.
* ***Technical Expertise*** – Proficient in Hyperion for Planning and Budgeting, SAP , Oracle web base, Excel and Macros, PowerPoint, Lotus 1,2,3 and Symphony, Quattro Pro, Chameleon under Unix, Quicken and Quick Books, Micro Control, Panda 2000 and TM1.

KEY ACHIEVEMENTS

* Middle East HUB implementation process
* Played a pivotal role in creating inventory tracking system for five distributors.
* Completed gross margin enhancement project by local manufacturing with Al Baterji.
* Achieved cost reduction utilising 3rd party for mature products.
* Track record of ensuring smooth SAP implementation for several requirements across the organisation/group.
* Automation of tender P&L scenario, local secondary package project and implementation of finance shared service, among other significant projects/assignments.
* Successfully delivered three clean corporate audit reports with Bristol-Myers Squibb (BMS).
* Simultaneously handling multiple markets including Egypt, Saudi Arabia and the Gulf.

CAREER HISTORY

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| **Head of Finance & Customer Service Supply Chain** | Bristol-Myers Squibb Gulf Markets -Dubai  **Feb2015- Present*** **S**upporting the senior management in monitoring business performance and financial analysis in support of 5 gulf Markets (UAE, Kuwait, Qatar, Oman, Bahrain).
* Budgeting & Strategic planning and enhance and penetrate the small gulf markets to catch opportunities to maximize the market portfolio size
* Contract management lead for distributors unification projects for all gulf countries
* Managing Supply chain and order processing & Inventory control level
* Penetrate new markets like Iran – Iraq with new financial modeling
 |  |  **Jan 2012 – Present**  |

**Senior Finance Manager** | Bristol-Myers Squibb, Saudi Arabia **Jan 2012- Feb 2015**

* Supporting the senior management in monitoring business performance and financial analysis in support of Saudi operations.
* Playing a critical role in developing and implementing the long term financial strategy.
* Assisting in establishing yearly objectives and allocating resources, as per strategic priorities.
* Overseeing budgeting and implementation while monitoring progress and presenting financial metrics both internally and externally.

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| ***SAP Project Implementation Process, USA*** |  ***May 2011 – Mar 2012***  |

* Controlled promotion and medical activities utilising the RPM system in Saudi Arabia and Egypt.
* Developed internal controls to ensure that assets were protected and financial records were accurate and reliable.
* Regulated departmental expenses and provided alternatives for best resource allocations to derive substantial savings.
* Tasked with cash flow management for the lead gross margin enhancement project.
* Handled operation taxation issues.
* Served as Middle East Share point project lead responsible for automating processing of distributors orders.
* Accountable for contract management for all the Middle East distributors.
* Responsible for all business cases submission for any business sector extinction to corporate.
* Implemented ROI principles and conducted feasibility studies for the MEA regional inventory hub at Dubai.
* Ensured a high level of internal control in conformance with the BCF manager.

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| **Financial Analysis Manager (Saudi and Gulf Markets)** | Bristol-Myers Squibb, Saudi Arabia |  **Apr 2010 – Dec 2011** |

* Responsible for conducting financial analysis in terms of budgeting, projections, accounting, business controls and distribution related matters for projects in Saudi Arabia and the Gulf markets.
* Supported the Middle East management in monitoring business performance and financial analysis.
* Accountable for working capital management and inventory control.
* Handled implementation of the company’s compliance policies and procedures, conducted FCPA reviews and strengthened the control environment.
* Assessed risks and provided alternate solutions and contingency plans for meeting financial commitments.
* Simultaneously handled multiple projects while monitoring personnel performance.

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| **Senior Financial Analyst and Operation Section Head** | Bristol-Myers Squibb, Saudi Arabia |  **May 1999 – Mar 2010** |

* Prepared Monthly Financial Reports (MFR) and performed reconciliations on orders to ensure proper reporting of sales, cost, Inter-Company Profit (ICP) and the market gross margin calculations for the Saudi Arabian and Gulf markets.
* Organised monthly actual product P&L reports, yearly budget, income and product P&L statements.
* Conducted monthly analysis of the company’s financial performance vs. budget highlighting deviations for review by the management of Saudi Arabian and Gulf markets.
* Prepared and reported monthly projection on PCS and DSI (rolling estimate).
* Analysed cost of sales opportunities and reported to the management for taking the final decision.
* Performed monthly analysis for the Cost of Money (COM) charge to markets.
* Involved in sample control and cost analysis considering company budget requirements.
* Participated in strategic plan (for next five years) process.
* Responsible for materials planning and enforcing inventory control for manufacturing under license (SPIMACO).
* Contributed towards devising local manufacturing proposals for toll manufacturing with TABUK.
* Formulated inventory tracking reports using TM1 highlighting the monthly inventory level per product as well as associated inventory risks such as out of stock situation, over stocking and nearly expired goods.
* Identified impact to business and reported to the management.
* Prepared quarterly production forecasts for all supply sources with all Gulf distributors.
* Supervised daily order processing transactions including issue of orders, preparing order validations, conducting follow up with suppliers from shipping points till receipt of goods at the warehouse.
* Involved in revising local policies and procedures while ensuring alignment with corporate and EMEA guidance.
* Tasked with enforcing monthly control for the company’s distributors A/R, preparing necessary accrual for the due commissions and processing payments to the respective distributor.
* Took care of all accounting works re-departmental expense and direct product expenses ending by general ledger-BPCS.
* Assisted in deriving clean audit reports for the Saudi Arabian market in 2001, 2003, 2006 and 2011.
* Involved on audit remediation plan for Saudi Arabian and Gulf markets.
* Attended EMEA finance forum (Nov 2006) and METRA compliance training.
* Performed quarterly FCPA review and attended presentation discussions for all Middle East countries.

*Special Assignments*

* Jan 2012 – Spearheaded the role of finance manager for Egypt operations during first quarter till hand over to the new finance manager resulting in a smooth transition in April 2012.
* Feb 2005 – Summoned for handling the finance manager’s functions for 6 months at BMS regional office in Egypt for the Gulf East Mediterranean Markets (GEM). Instrumental in facilitating hand over for GEM markets finance manager while coordinating over 11 distributors in 7 countries besides executing assigned role for the Saudi Arabian operations.

EARLY CAREER

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| **Senior Accountant** |  **Jun 1997 – Apr 1999** |
| **Accountant** |  **Feb 1994 – Jun 1997** |
| International Computers Limited (ICL) Fujitsu, Egypt  |  |
| **Financial Accountant** |  **Aug 1992 – Jan 1994**  |
| El-Aguizy International Group (Owner of ‘The Nile pharaohs Cruising Restaurants’ operated by Menahouse Oberoi Hotel |
| **Accountant Trainee** |  **Jul 1989 – Sep 1989** |
| Cooperation petroleum Company, Personnel Administration Department Payroll Division |

EDUCATIONAL QUALIFICATIONS

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| **Bachelor of Commerce (Major in Accounting)** |Cairo University  |  **May 1991** |

PROFESSIONAL CERTIFICATIONS

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| The Professional Certificate in Modern Accounting "MAC" from The A.U.C. (G.P 2.96) |  **Jul 1997** |
| Final Certificate in English from the British Council Teaching Centre |  **Nov 1993** |

PERSONAL INFORMATION

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| **Date of Birth:** 3rd Apr, 1970 | **Nationality:** Egyptian  |
| **Marital Status:** Married | **Driver’s Licence:** GCC Driving Licence  |

***References available on request***