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|  | Mohammed  [Mohammed.355562@2freemail.com](mailto:Mohammed.355562@2freemail.com)  **Finance, Sales & Operation Professiona**l | |
| Total Year Experienced:  +20years  Key Attributes :   * Adaptation * Ability to learn fast * Hardworking * Loyal * Teamplayer * Self-Starter * Going the extra-mile | **Areas of Expertise** |  |
| * Business Management * Business Leadership * Sales & Finance Team Leadership * Account Management * Presentation and Proposals * Financial Management * Mentorship * Operational Management | |
| **Work experience:+20 years** |  |
| **Sales/Managing Director, 2015 – date**  ***TrendMobility, Midrand***  This is a newly formed technology reseller company which was created by myself after retrenchment – still in the same field of my previous organisation I worked such as Zebra Technologies, Motorola Solutions and Psion.   * Customer Relationship – New and Current * Marketing – Website Optimization, Social Media Awareness, Campaigns, Promotions and Brand Awareness * Sales Management * New Product Onboarding * Procurement Negotiation with Local and International Distributors. * Financial Management * HR Management * Operation Management * Budget and Forecast   **Reason to leave**: Looking for a Stable Company  **Business and Sales Operation Manager, 2014-2015**  ***Zebra Technologies, Illovo, Sandton***  My roles in this Global player listed in the United States was to manage all the business, finance and sales key area for South Africa and rest of Africa. This includes but does not limit:   * Managing Territory and Channel Account Managers with Pipeline, Commits. * Setting and Formulating of Territory Sales Target and Management. * Onboarding Partners in key Verticals such as Retail, Healthcare, Warehousing & Distribution and Transport & Logistics. * Maintain Good Relationship with Key Partners * Meet with Customers to close opportunities with TAM’s – Proof of Concept, Special Pricing and Product Competitiveness * Africa Target – $40m * Create Account Plans * Drive Sales by means of deep and wide at customer level. Offer more products within organization where competition is present. * Driving Sales of two merged Company Zebra and Motorola Solution Enterprise for Synergies as Barcode Scanner and Printers Solutions are now offered by one company. * Product Training * Travel – Local & International   **Reason for Leaving**: Opportunity arisen to become a Reseller.  **Financial and Business Operation Manager, 2001-2012**  ***Psion, Midrand***  Psion a global company listed on the London Stock Exchange, with multiple office throughout the world.  Started as an Accountant and grew quickly into a key management team driving the Finance, Service and Sales Department.  Key Activities:   * Preparing of Annual Financial Statements – IFRS & GAAP * Forecasting and Budgeting * Managing All financial transaction within South Africa. * Account Reconciliation * Forex – Inbound and Outbound trade * Customer Collection Management * Procurement Management * Coordinating and Managing External Auditors- Deloittes * Financial Reporting and Analysis – Month, Quarter & Year Endings with tight close times. * Calculation and Submission of Taxes -VAT/Payroll/Income Tax/Provisional Tax * HR management including Payroll * Compliance – Product/BBBEE/NCRS/WCA/TAX * Repair Centre Management -TAT and Quality * Sales Management - Assist the MD is Sales Management. * $10m local company * Travel – Local & International   **Key Achievement**:  Join in 2001 when the local company was technical insolvent due to big government contract lost and with many lawsuits followed. I managed to succeed in reducing the lawsuit by a few supplies by means of Mediation and High Court defending.  I also contributed to the turnaround from a net liability of R24m in 2002 to a Net Asset of R12m in 2008.  **Reason to Leave**: Motorola Solutions/Zebra Take-Over – I took on another role  **Accountant, 1998-2001**  ***LTA Building (now Grinaker-LTA), Centurion.***  A big player in the South African construction industry and listed on the JSE. Part of Anglo-American group of Companies.  I start at the organization as an Accountant for Head Office, then quickly added the Project Accountant, Internal Auditor and Mauritius Accountant to my designation.  Key Job Functions:   * Consolidations * Finance up to Balance Sheet * Cashflows * Budgeting * Internal Process Auditing – 8 regions- Deficiencies and Recommendations * Account Reconciliation * 5 phase Revenue Recognition * Retention Management   **Reason for Leaving**: the company was bought over by Aveng and took voluntary retrenchment.  **Chief Financial Official, 1996-1998**  ***Transtel Cellular, Pretoria***  Started my professional career with Transtel, in their Cellular Service Provider Division as a Financial Officer and involve all matters that related to financial transaction such new contract application, stock control, accounts payable and receivable.  **Reason for Leaving**: the company was bought over by MTN and took voluntary retrenchment. | |
| **Education** |  |
| **Bcomm Financial Accounting, 1999-**  *University of Pretoria, Pretoria*  Grade achieved: Partly Completed  Subject completed: Financial Accounting 1&2, Auditing 2 & 3, Taxation, Informatic 1, Taxation 2, Economics 1, Business Economics 2+3.  **Matric, 1991**  *Laudium Secondary School, Laudium*  Grade achieved: Matric Exemption | |
| **Skills** |  |
| Microsoft Office  Microsoft Word  PowerPoint  Salesforce  Blue wave CRM  BAAN  Oracle  Cognos  Pastel Partner  CaseWare | |
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