***Curriculum Vitae***

**ABRAHAM**

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OBJECTIVE

Seeking a mid senior plus level challenging position in a professional organization, that provides an environment for growth, learning and skillful application of my financial, managerial, and operational skills.

PROFILE

An Indian, accounting and management professional with over two decades (twelve years in UAE) of diversified post qualification experience in various countries and sectors. Experienced in developing and implementing financial systems, strategies, processes and controls that significantly improve P&L through cost control, financial discipline and best practices, thus enhancing overall efficiency of the organization. Job career involved working in finance, audit, administration, commercial, logistics and operations departments. Extensive experience in building and managing cross cultural team.

SCHOLASTICS

* M.B.A. (Finance) – Calcutta University, India
* CMA - Cost Accountant – The Institute of Cost Accountants of India
* B.Com (H) - Bachelor of Commerce Honors – Calcutta University, India

COMPETENCIES

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| --- | --- |
| • Financial Planning & Control | • MIS & Analytics |
| • Costing / Project Finance | • Internal controls |
| • Budgeting & Budgetary Control | • IFRS & US GAAP |
| • Treasury Management | • ERP – SAP, Oracle, MS Dynamics C5 & AX 2012 |

PROFICIENCIES

|  |  |
| --- | --- |
| • Quick adaptability | • Out of box thinker |
| • Quick learner | • Effective negotiation |
| • Analytical | • Team builder & player |
| • Checks & balance oriented | • Good communication skills |
| • Solutions oriented | • Mentoring |

CAREER SKETCH

**INTERCOIL INTERNATIONAL** 🡪 **‘13 – 17** 🡪 **Sr. Finance Manager**

**Location: Dubai** 🡪 **Reporting to DGM (F&A)**

Intercoil is a leading local manufacturing & retail house dealing with sleep products. I was in charge of the finance function and part accounts function. ERP used - MS Dynamics AX 2012.

Broad Responsibilities

* Costing and pricing of manufactured and traded products. Transfer pricing for products sent to other GCC units
* Inventory management; review of cost of goods sold
* Annual budgeting; Capex evaluation & Fixed Asset management; Feasibility analysis
* Working capital management, Cash flow preparation for bank; Bank facility management
* Cost benefit analysis. Make or buy, Break even analysis. Adhoc MIS reports
* Internal control systems development & assisting in ERP implementation
* Risk analysis and management; handling insurance claim
* Financial modeling; 5 year plans, valuation
* Part of think tank team for various strategic decision making

**AL FUTTAIM RETAIL (Plug Ins)** 🡪 **‘11 – ‘13** 🡪 **Finance Manager**

**Location: Dubai** 🡪 **Reporting to Division GM**

Al Futtaim is a leading local business house with varied business interests. I was in charge of the finance function of the electronics retail division Plug Ins (PI) in a shared service environment. ERP used - SAP (EEC 6).

Broad Responsibilities

* Maintenance of books of accounts, preparing by 3rd the monthly consolidated financial reports & variance analysis
* Annual budgeting; Quarterly year end estimates; 5 year business plan
* Capex evaluation; Feasibility analysis; Handling internal & external audit
* Working capital management, commercial decision making, cost benefit analysis
* Internal control systems development & implementation

**BUKKEHAVE GLOBAL SPARE PARTS** 🡪 **‘09 – ’11** 🡪 **Head of Finance & Systems**

**Location: Dubai** 🡪 **Reporting to CEO (USA) & VP (UAE)**

Bukkehave Global Spare Parts (BGS), is part of the Denmark based OMNI Technical Solution group, with offices in UAE, USA & Afghanistan. It is into the trading of fleet spare parts. ERP used - MS Dynamics C5.

Broad Responsibilities (Responsible for UAE & USA offices)

* Maintenance of books of accounts, preparing monthly consolidated financial reports & variance analysis
* Budgeting & Estimates – yearly budget preparation & quarterly estimate preparation for both entities
* Treasury management: - working capital management, weekly cash flow monitoring
* Hedging: - periodic review of ‘open’ positions and hedging of the same
* Trade finance - Applying for letter of credit; standby LC, TR, bank guarantee
* Internal control processes using COSO framework. Developed formats and checks & balances
* Audit - selected auditors, successfully completed audit under IFRS (UAE Co) & US GAAP (USA Co)
* Developing & managing external financial relationships – with banks, insurers, auditor, free zone authority
* System administrator for MS Dynamics C5
* IT trouble shooting & single point of contact for our service providers in Denmark
* Payroll: - payroll for the UAE & USA offices. US payroll done bi-weekly involving 401 k calculations
* Administration: - all admin matters, authorized person for dealing with dealing with IHC free zone

**PAN EMIRATES FURNITURE** 🡪 **‘07 – ‘09** 🡪 **Sr. Finance Manager**

**Location: Sharjah** 🡪 **Reporting to MD**

Pan Emirates Furniture (PAN) is amongst the largest furniture retailers in GCC. It has the largest showroom in GCC and has around 2500 employees in UAE. Baan ERP & Brio and BO report writers are used here.

Broad Responsibilities

* MIS: - volume growth & increased competition necessitated having latest relevant information to make strategic decisions. Developed numerous reports which helped in stock, price & contribution management
* Developed daily snapshot: - featuring product type sales & margins, cash collected, month to date & year to date sales against budget, asking rate for the month. Daily review of sales journal and cash payments
* Developed a costing system that helped price the product & make price point tags even before display
* Month end financial report review - analyzed areas of major variances and reasons thereof, suggested options
* Wrote finance related standard operating procedures & trained staff
* Payroll: - changed payday from after month end to before month end - thus boosting employee morale & sales
* Trademark registration: - was responsible for the TM registration across GCC
* Miscellaneous: - developed broker & wholesale business; oversaw mezzanine floor installation project in the Muscat showroom; part of team to review customer feedback

**LANDMARK GROUP (Home Centre)** 🡪 **‘04 – ‘07** 🡪 **Sr. Finance Manager**

**Location: Dubai** 🡪 **Reporting to COO**

Worked for the Home Centre (HC) division of Landmark Group. HC is one of the fastest expanding furniture retail stores across Middle East & India with over 3000 employees in UAE. Oracle Financials ERP is used here.

Broad Responsibilities

* Maintenance of books of accounts, preparing monthly financial reports & variance analysis, break even analysis
* Budgeting & Estimates: – 5 yr business plan preparation, yearly budget & midyear estimate preparation
* Cost control - ensure expenses are within budgets. Expense analytical review helped identify anomalies
* Internal controls: - periodic audit of showroom & warehouse operations, transaction audit to identify problems
* Core member of HC for migration from legacy system to Oracle financials, ensuring HC requirements being met
* Payroll and HRS management for over 3000 staff
* Was responsible for financial evaluation of capex projects & monitoring of same within budget
* Overseeing of the IT & architect department functioning. Handling of external audit
* Successfully handled the Oasis fire insurance claim for HC

**RETAINERSHIP BASIS** 🡪 **‘01 – ‘04** 🡪 **Strategic Advisor** 🡪 **Reporting to MD**

Undertook business process re-organization & systems review for Papua New Guinea based entity Angco Cocoa Ltd., an affiliate of Amtrada Holding BV (Continaf) Amsterdam, which is into the procurement of cocoa for chocolate manufacturers like Cadbury’s, Nestle and Mars.

Undertook a market penetration strategy for a Hyderabad based entity Kitchen By Design, part of the Linus Consultant group

**HEINZ SEYCHELLES** 🡪 **‘97 – ‘01** 🡪 **Chief Accountant**

**Location: Seychelles** 🡪 **Reporting to Financial Controller**

Heinz Seychelles (HS) and its affiliate Indian Ocean Tuna (IOT), employing over 2,000 people, is the largest producer of canned tuna for the European market, producing brands like John West, Tesco, Star-Kist, Petit Navire etc. Macola ERP used – Peachtree & later Macola.

Broad Responsibilities (*for 2 entities HS & IOT*)

* Maintenance of books of accounts: - followed standard costing system. Consolidated financials for the 2 entities
* Preparation of annual budget & quarterly estimates. Monitoring of expense and taking corrective action
* Maintained records and balance budget by sub category for capital expansion project of $250k
* Handling of group internal & external audits
* Was core member of ERP system selection. Was project head to implement Macola ERP - completed in 3 months time
* System administrator for Peachtree and Macola. Develop reports using Crystal report writer
* Handled payroll for over 2000 staff. Instituted mobile pay van services within compound for disbursing salary

**ITC** 🡪 **‘91 – ‘97** 🡪 **Manager Finance**

**Location: India** 🡪 **Reporting to Division Finance Director**

ITC Ltd., an affiliate of British American Tobacco (BAT), is mainly into cigarette manufacturing and is also into hotels (a tie-up with Sheraton), non-banking finance and investment, real estate, paper, exports, shrimps and edible oils. I worked in the internal audit and edible oil divisions. ERP used - in house developed system..

Broad Responsibilities

* Internal audit. Was initially in internal audit division, thereafter posted to the edible oil division
* Maintenance of books of accounts: - monthly report pack, GL, A/R & A/P reconciliations, BRS. Was the only branch to give reconciled financials by the 1st morning of the following month
* Budget and quarterly estimate preparation
* Preparation of process cost sheet, identifying & analyzing variances
* Preparation of long short position of oil & seed contracts. Notifying management in case of crossing threshold
* Arranged bank finance for working capital. Monitoring of working capital requirements, cash flow preparation
* Handling of Excise, Sales Tax and MOD VAT
* Handling of external, tax & internal auditors

SELECT KEY ACCOMPLISHMENTS

* At Intercoil International: - Developed a financial model for Franchisees & Licensees and a costing model.
* At Plug Ins: - Arranged EMI bank financing for customers thus increasing sales
* At Bukkehave: - Implemented Microsoft Dynamics C5 within 1 month; trained staff on C5 usage at Dubai & USA; prepared a C5 user manual; reduced communication and health insurance costs by 30%; designed various formats & procedures for internal control; got special project financing terms from Nordea Bank
* At Pan Emirates: - Handled trademark registration across GCC; authored finance related SOP’s; developed instant product costing methodology, installed bank ATM in showrooms thus increasing sales
* At Home Centre: - Core member of team in migrating legacy books of accounts to Oracle ERP; handled fire insurance claim of Oasis Centre
* At Heinz: - Project leader for migrating to Macola ERP – completed within 50 days; authored the company’s accounting policies and procedures; converted books from Seychelles Rupee to USD
* At ITC: - Formulated action plan to reduce stores inventory by 40%; was member of crisis management team to keep the Mantralayam factory running by sourcing oilseeds from virgin areas

OTHER DETAILS

*INTERESTS*: - Attending Toastmaster meets; meeting people; being part of social projects; mentoring & training, listening to light music.

*DOB*: - 10th Feb 1967

REFERENCES

Will be made available upon request.