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| **Mohamed** | | ssss   |  | | --- | |  | |
| Finance & Sales Manager, Jeddah, KSA | |  |
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| [**Mohamed.372306@2freemail.com**](mailto:Mohamed.372306@2freemail.com) | |  |
| **WORK EXPERIENCE 27 Years (19 Years in KSA)** | |  |
| **Objective** |  | |
| A challenging position as Finance Manager / Sales Manager or a suitable position that matches my qualifications which will allow full utilization of technical skills and wealth of experience. | | |
| **SKILLS** |  | |
| **Technically proficient:** Finance, Sales and logistics; GAAP and regulatory accounting, Reporting; cash management; asset/liability management; MIS; Bank relations; facilities; administration. | | |
| **Broad industry knowledge:** Manufacturing, Ready-mix concrete, Offshore Investment, Mutual funds, Rental cars & Leasing; Trading and distributions; real estate and construction. | | |
| **Strategic perspective:** business strategy development and implementation, company restructuring or reengineering; creating a new focus; business plans; identifying new businesses or product lines. | | |
| **Leadership:** team building; vision; focus on bottom line and long term goals; motivation; P&L. | | |
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| **Sep 2010 – Present** | **Al-Amoudi Holding Co.** | **Jeddah, KSA** |
| **7 Years** | ***TOYO & NEXEN Tires Agent, Real estate and Investments.*** | |
| **Finance & Sales Manager** | |  |
| **Accomplishments** | One of the top five tires Agent distributor’s in KSA. | |
|  | Negotiating with vendors (Japanese, Korean and Chinese) to have the best prices, Bonuses, conditions and annual target | |
|  | Introducing new products and services in our showrooms to add value and revenues | |
|  | Starting new strategic Chinese tire brand | |
|  | Restructuring the sales department according to Brands, | |
|  | Designing new Customer sales policy and Salesmen bonus policy | |
|  | Strategic plans for expansion into new channels of distribution. | |
|  | Installing and implementing new ERP system and connecting our branches, warehouses and showrooms around KSA. | |
|  | Developing the warehouses with racking system which increase capacity, efficiency, reduces labors costs and delivery time. | |
|  | Decrease Zakat tax 750,000 SR/Yearly | |
|  | Budgeting, forecasting and business planning, | |
|  | Management reporting and financial analysis, | |
|  | Develop and implement an effective accounting system, | |
|  | Compliance to accounting standards and local regulations, | |
|  | Monitoring bank accounts and follow up the liquidity to cover all liabilities. | |
|  | Liaise with banks for L/C, Loans, guarantees and other facilities. | |
|  | Analyze business operations, trends, costs, revenues, financial commitments, and obligations, to project future revenues and expenses. | |
| **Jul 2003–Sep 2010** | **Al-Mane’a Holding Co.** | **Riyadh, KSA** |
| **+7 Years** | ***Offshore Investment Registered in BVI dealing with international investment banks, Private Equities, Mutual Funds, and Stock Markets, Rental cars & Leasing, Importing & Manufacturing Furniture, Decorations and Real Estate.*** | |
| **Financial Manager** | All aspects of financial accounting, reporting, control and management. | |
|  | Establish chart of accounts, and assign entries to proper accounts. | |
|  | Preparing monthly reports for investments portfolios. | |
|  | Follow up the trends of stock markets. | |
|  | Supervising the journal entries and other transactions. | |
|  | Ensure that the daily jobs are accomplished on time and complied with the management policies and procedures. | |
|  | Prepare of daily, monthly and annual trail balance, financial & managerial reports & year end statements, balance sheet, Income statement and statement of cash flow. Reports needed for administration and for government authorities in accordance with Accounting Standards. | |
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| **Oct 2001-Jul 2003** | **Kareem Co.** | **Riyadh, KSA** |
| **2 Years** | ***Heavy Duty Equipment Spare Parts Trading and Investment.*** | |
| **Account Manager** | All aspects of financial accounting, reporting, control and management. | |
|  | Supervising the journal entries and other transactions account recording. | |
|  | Prepare of daily/monthly and annual trail balance, financial &managerial | |
|  | reports & year end profit and loss statement and balance sheet. | |
|  | Reports needed for administration and for government authorities. | |
|  | Evaluating the investments opportunities. | |
|  | Preparing monthly reports for investments portfolios. | |
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| **May 92–Apr 93** | **Al-Marwa Co.** | **Alexandria, Egypt** |
| **Sep 96-Oct 2001** | ***Manufacturing Packaging Materials*** | |
| **+6 Years** | One of the biggest and leader’s companies of Manufacturing Packaging Materials in Egypt | |
| **Chief Accountant** | Supervising the journal entries and other transactions. | |
|  | Ensure that the daily jobs are accomplished on time and complied with the management policies and procedures. | |
|  | Prepare daily/monthly and annual trail balance, financial &management reports & year end profit and loss statement & balance sheet and Reports needed for administration and for government authorities. | |
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| **Apr 93-Jun 96** | **AL-Tawi Co. Ready-Mix Concrete.** | **Jeddah, KSA** |
| **+ 3 Years** | One of the largest companies at the ready-mix concrete Sector in KSA. | |
| **Accountant & Sales Executive.** | |  |
|  | Dealing with the Customers, negotiating, closing the deals. | |
|  | Setting up and Supervise the daily production to supply the customer's orders at time. | |
|  | Follow up the market trends and competitor’s activities. | |
|  | Accounts Receivable, Accounts Payable and Bookkeeping. | |
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| **EDUCATION** |  |  |
| **May-90** | **Bachelor of Accounting** | **Alexandria University, Egypt** |
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| **IT SKILLS** | · WORD, EXCEL | · VISUAL BASIC, ACCESS |
| **Extensive knowledge of ERP systems and other financial and Accounting software.** | | |
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| **LANGUAGES** | · Arabic: Native | · English: Fluent |
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| **TRAINING & CERTIFICATIONS** | |  |
| **NOBLE Comprehensive Training Center** | | **Jeddah, KSA** |
|  | **Strategic Planning & KPI's** |  |
|  | 3 days 15 hrs. training - (From 29 Mar. 2016 to 31 Mar. 2016) | |
|  | **Strategic Marketing** |  |
|  | 3 days 15 hrs. training - (From 05 Jan. 2016 to 07 Jan. 2016) | |
|  | **Sales Planning.** |  |
|  | 3 days 15 hrs. training - (From 03 Nov. 2015 to 05 Nov. 2015) | |
|  | **Cost Analysis** | |
|  | 3 days 15 hrs. training - (From 08 Sep. 2015 to 10 Sep. 2015) | |
|  | **Financial Planning & Budgeting** | |
|  | 3 days 15 hrs. training - (From 01 Sep. 2015 to 03 Sep. 2015) | |
|  | **PMP Project Management Professional** | |
|  | 8 days 35 hrs. training - (From 05 Jan. 2014 to 12 Jan. 2014) | |
| **BECKER Professional Education** | | **Jeddah, KSA** |
|  | **CPA Review course** - (From 01 Sep 2011 to 28 Feb 2012) | |
|  | 6 months 140 hrs. - (Reg 32 hrs., FAR 56 hrs., BEC 28 hrs., AUD 24 hrs.) | |
| **Kawader Training Center** | | **Riyadh, KSA** |
|  | **CMA Certified Management Accountant Part 1.** | |
|  | 3 Months 30 hrs. training - (From 01 Sep 2008 to 30 Nov 2008) | |