 MANSOOR

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Image result for home iconBusiness Bay – DXB

**Short profile:**

A highly focused and disciplined professional who is always ready to face challenges with an ever-optimistic attitude. Persistence in follow ups and consistency in delivery are my key strengths with a hard-working attitude as a given. Have worked with and directed teams of professionals from the fields of IT, business management, finance and marketing. With an experience ranging a decade, I bring to the table strong work ethics, interpersonal & communication skills and an education in finance and administration which help me set targets, identify challenges and devise solutions to achieve my goals.

**Expertise & Skills**

* IOT Solution Design
* IIOT Design, Sourcing, Deployment
* Assurance Reporting
* Revenue Channel Analysis
* Business modeling
* Marketing strategy
* Product Pricing
* Risk Assessment
* Strategic Planning
* Commerce Strategy
* Financial modeling
* Process design &efficiency

**Experience**



**Manager IOT & Channels 2018 – present**

**Trakker Middle East– Dubai**

* Design, development and pricing of Middleware aimed to integrate software functions within an organization.
* Integration of telematics with software solution utilizing IOT platform leading to new opportunities and revenue channels.
* Development of a comprehensive fleet management software operation modules having added integration options with finance and HR software.
* Development of revenue channels for product reselling partners, direct sales and distribution partners.
* Development of international trade partners for expansion into multiple countries within the Middle East.
* Reviewed and supported development of sales strategy, product portfolio and enhancement of market share.
* Successful deployment of IIOT solutions for clients in FMCG, Water Purification metal manufacturing industries and administered the projects till completion and handover to the clients SOC.



**Head of Etisalat Projects Feb2016 – Feb 2018**

**NETS International& Etisalat – Dubai**

* Implemented changes to revenue channels - Revenue increased by 100%. N.P ratio @ 46%
* Designed and executed business model with target niches and marketing strategy.
* Segregated key deliverables down to daily > weekly > monthly targets.
* Established reporting lines for Sales tracking, Compliance, procurement.
* Established separate divisions for consumer and corporate products and executed strategy according to divisions of consumer, SME’s &large enterprise.
* Assessed financial viability to identify potential markets and launched pioneering teams. (Dubai, Al Ain, Abu Dhabi, Fujairah).

**Manager Finance & Operations Sep 2015– Jan 2016**

**Dutch &Habro – Dubai**

* A short-term project to develop and automate the accounts function of a local pesticide manufacturer & distributor.
* Executed successful transition from Paper to digital accounts, prepared financial statements and assisted audit.
* Implemented warehouse management software.

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**Manager Finance Jul2012 – Aug 2015**

**Embassy of Libya – Islamabad**

* All financial aspects of government, local & international contracts.
* Budgeting, preparation of financial statements
* Communication with sensitive government bodies regarding payables/receivables.
* Member of contract review board.

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**Senior Credit Controller Nov2010 – May 2012**

**Tecman – Islamabad**

* Lead a three man team to handle 1500 accounts generating $30K monthly.
* Coordination with legal dept for non-responsive accounts.
* Preparation of reports for senior management highlighting outstanding and achieved targets.

**Accounts Executive Jan2008 – Nov 2010**

**Ufone(PTML) – Islamabad**

* Started as a management trainee and was promoted to position of Accounts Executive.
* Member of Financial Operations team.
* Daily updates in FMS system ledger and error correction in SAP GL.
* Worked with developers on PLSQL interface to modify and enhance the reporting lines.
* Prepared franchise credit analysis for higher management to review, then assigned new limits as per instruction.
* Prepared excel dashboard for revenue channel.

Image result for kpmg**Audit Junior Jan 2007 – Nov 2008**

**KPMG – Islamabad**

Served as Audit associate in the audit team of:

* + WI tribe
  + NEPRA (national electricity & power regulatory authority)
  + Pak China Investments

**Education Trainings**

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| * **ACCA** – UK * **B.S.C HONS** Oxford Brookes University – UK   **Personal info**  **DOB: 2 – 11 – 1988**  **Dependents: 2**  **Visa Status: Resident**  **Nationality: United Kingdom (British)**  **Marital status: Married**  **Availability to join: 1 month** | **Certified Mentor: Products – Etisalat**  **Financial Markets – Efu Life**  **Advance Excel – Goal Intl**  **Marketing Strategy – Goal Intl**  **CRM Design – Ufone PTML**  **ERP – Sage BMS.**  **Office 365 – Microsoft** |