**FAHAD, CMA**

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 Nationality: Pakistani • Date of birth: 8 May 1969



**CFO**

Accomplished Financial Leader with a proven track record of effective financial management and continuous process improvement. Particular emphasis on working capital management, financial reporting, internal controls, troubleshooting in intercompany transactions, budgeting & planning, and team mentoring & development.

|  |  |
| --- | --- |
| * Internal control procedures
 | * Budgeting, planning & forecasting
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| * IFRS compliant accounting & reporting
 | * Consolidated financial statements
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| * ERP systems implementation
* Project cost analysis & control
 | * Working capital & cash flow management
* Credit control
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**ECORE Group,** Dubai **Jan 2015 - Present**

A specialty chemicals business, formerly known as Maskem, and now under the majority shareholding of Kuwait Life Sciences Company, a wholly owned subsidiary of the Kuwait Investment Authority. Distribution channel for products of global corporations like Bluestar Silicones (Elkem), Prayon, Rembrandt Foods, Kerry Group, and many more in the emerging markets of Middle East, Africa and Asia.

**Group CFO**

* Head of Finance for the Group, managing a team of 9 direct and indirect reports handling finance & accounting, revenue billing and operations, in the head office as well as regional branches.
* Led the Group through its first post-acquisition external audit by Ernst & Young. Implemented best accounting policies and practices, involving a due diligence exercise on the past five years’ accounting records, rectification of errors and restatement of opening balances.
* Negotiated a USD 7.2 Million credit line with banks to consolidate the company’s debts, increase working capital facilities and reduce external finance cost by a minimum of 50%.
* Managed improvement in vendor relations, resulting in increase of EUR 3 Million in credit terms from key principals.
* Leading the process of ERP solutions review and implementation at Group level.
* Partnered with external consultant to formulate and implement five year business plan.
* Organized statutory Board meetings and presented consolidated financial results and business forecasts.
* Facilitated the corporate restructuring process in consultation with legal advisers.
* Reporting to the Board Finance committee on policy matters.

**ALLIANCE GLOBAL FZ LLC,** Dubai **Feb 2013 – Jan 2015**

A biotechnology business representing global giants like Illumina, Thermofisher, Elitech Group, and many more in the emerging markets of Middle East, Africa and Asia.

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**Group Financial Director**

* Managed a team of 10 direct and indirect reports handling finance & accounting, revenue billing and operations, in the head office as well as regional branches.
* Restructured the company's credit policies, resulting in a 30% improvement in receivables turnover.
* Approved the acceptance of alternative payment instruments, resulting in a 15% increase in revenue.
* Led the company through its first external audit, and had the audits of the three preceding years conducted in first six months of employment.
* Negotiated a USD 2 Million credit line with Islamic banks to suit the company’s business model.
* Increased automation and redesigned process flows to improve financial reporting cycle by 67%.
* Supervised due diligence process in M&A process with regional partners.

**STM GROUP, INC. (merged with EMC as of Jul 2013),** Sharjah **Jul 2007- Jan 2013**

A US based satellite telecommunications company with offices in 5 continents now under the umbrella of ABRY Partners, a private equity firm with investment transactions exceeding USD 36 Billion.

**Group Financial Controller**

* Reduced project operations costs by 15% in a Euro 20 Million fiber optics project in Central Africa. Led team in closing the project within budget.
* Implemented common ERP software through all 10 global affiliates facilitating efficient consolidation of financial statements and reducing the time required for reporting output by 75%.
* Organized a comprehensive reconciliation exercise for intercompany transactions between all 10 global affiliates and structured intercompany pricing policy.
* Facilitated a Deloitte & Touche led due diligence exercise for a potential investment in the company of USD 100 Million.
* Negotiated a USD 15 Million finance line with a consortium of international banks for a construction project in Central Africa.

**Al KHALEEJ SUGAR CO. LLC**, Dubai **Mar 2005 - Jun 2007**

The largest standalone sugar refinery in the world boasting a 1.2 Million MT raw sugar storage capacity.

**Management Accountant**

* Performed product costing and inventory accounting & control for 8,000+ line items at production site.
* Supervised Site AP and accounting & costing for ongoing projects.
* Managed dispatch and sales accounting functions.
* Implemented internal control procedures, particularly for the Dispatch Department, ensuring they accounted for 100% of product dispatched
* Streamlined inventory management & reporting for USD 20Million spares stock, resulting in a reduction of 30% in overstocking in the following year.

**BOODAI TRADING CO. LLC,** Dubai **Oct 2001 - Feb 2005**

A large regional business group with interests in construction machinery, industrial supplies, home appliances, aviation and media.

**Chief Accountant**

* Supervised accounting and reporting activity for the region (UAE, Oman and Qatar)

*continued….*

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* Participated in Regional Budget Committee.
* Awarded the highest proportionate performance bonus in the Region consistently.

**AL JABOR GROUP,** Sharjah **Jun 1998 – Sep 2001**

### A regional business group with interests in trading as well as manufacturing of adhesives, consumer products and polymer products.

### Chief Accountant

* Supervised accounting and reporting activity for three manufacturing units.
* Implemented proper product costing and pricing procedures for all three companies.

**Earlier pre- and post- qualification experience with Atlas Honda Ltd. and SGS (Pakistan) in Lahore, Pakistan in junior management positions.**



**EDUCATION AND CERTIFICATIONS**

* **Institute of Management Accountants (IMA), USA**  **2011**

Certified Management Accountant

* **Institute of Cost & Management Accountants of Pakistan 1996**

Associate Cost & Management Accountant

* **University of the Punjab, Lahore, Pakistan**  **1991**

Bachelor of Commerce