

# MOHAMMED SAHEED SHA – CMA / CertIFR

Creative and intuitive Cost Accountant with a diverse background in cost variance analysis, Risk Management, Planning, Budgeting & Forecasting, financial control, general ledger review and product costing. Superior analytical skills, practiced at drilling down to transaction / workflow details in support of process and profit improvement. Sadik excels in collaborating effectively with business managers to resolve variances, refine forecasts and identifies opportunities for improvements.

Strong knowledge of IFRS (International Financial Reporting Standards), Cost Accounting Methods and Cost Modeling Tools and Methods. Demonstrated analytical skills and an ability to interpret complex data in meaningful and relevant ways to accurately identify variances. He's a flexible CPA who adapts seamlessly to constantly evolving accounting processes and technology. Adept in budget forecasting, financial reporting, fixed asset accounting and adhoc analysis.

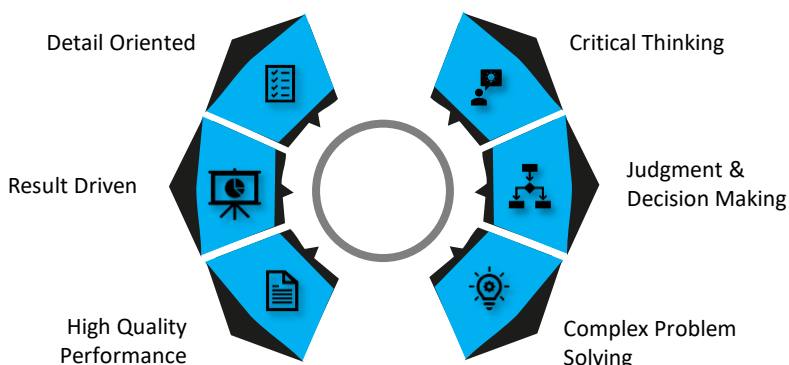


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- UAE

## Critical Focus Remains On

- Spearheading the overall financial activities of the company; lead corporate finance, treasury and cash management, tax and regulatory compliance and planning, accounting reporting, planning and analytics, forecasting, procurement, credit, accounts receivable and accounts payable and hedging
- Ensuring timely insights across financial trends and forecasts as a catalyst to pro-active business management
- Delivering appropriate risk mitigation through systematic risk assessment and risk mitigation tools and processes
- Providing recommendations that enhance financial performance and business opportunities
- Partnering in the development of strategies for financing business acquisitions, capital expenditures, potential expansion and other investment initiatives
- Building a best in class procurement function, inclusive or supplier diversity
- Evaluating and advising on the impact of long-range planning, and introduction of new programs / strategies
- Establishing and maintaining strong relationships with senior executives so as to identify their needs and seek full range of business solutions
- Supporting leadership, sales, manufacturing and procurement, during contract negotiations and partnership agreements with vendors
- FP&A, managing processes for regular financial forecasting, budgets, targets to actuals, variance, trend, and scenario analysis. Looks forward strategically to provide estimated growth targets from an FP&A prospective
- Monitoring financial performance by measuring and analyzing results; initiating corrective actions and proactively minimizing the impact of variances
- Establishing effective internal controls and processes required to manage and grow the business, while ensuring compliance with GAAP and applicable federal, state and local regulatory laws and rules for financial and tax reporting

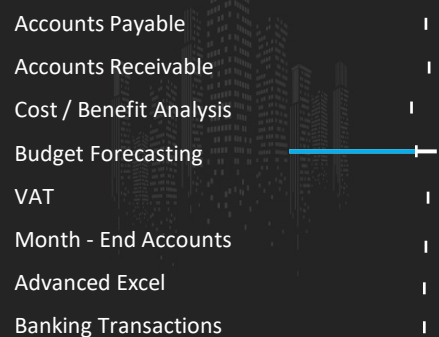
## Personal Attributes



## Niche



## Core Competencies



## Achievements

- 2009**  
Scored 80% in Maths in National Olympiad
- 2014 - 2016**  
An NSS certified and an active member of National Service Scheme leading the team to enhance charity in rural areas
- 2019**  
Internal Audit Certification from BRC (British Retail Consortium)

## Work Experience



### Cost Accountant

Hotpack Packaging Industries LLC

Apr 2018 – Present

- Day to day work includes comprehensive variance analysis and determine root cause for each significant variance
- Examine standard costs against actuals to identify process inefficiencies, improvement opportunities and low product costs
- Manages physical inventory process and lays out improvements increasing efficiency aligning with financial ledgers
- Reduces financial wastes by increasing overall cost profit
- Responsible for the budget planning and supports the management team by offering insights and financial advice that allows them to make the best business decisions for the company
- Responsible to maintain and monitor books of account (AR, AP & GL)
- Maintains accounting controls over cash, cheque etc & preparing and recommending policies and procedures.
- Manages presentation of internal documents for external audits
- Ensures smooth cash flow by utilizing appropriate accounting control procedures and by projecting cash flow statement.

### CMA Faculty

Dec 2017 – Apr 2018

As the faculty, led class room session for students, covering the below topics:  
Cost Management • Planning Budgeting & Forecasting • Risk Management • Decision analysis • Investment Decision Corporate Finance • Internal Control • Professional Ethics

### Asst Accountant

Technocraft Industrial Automation

Apr 2016 - Mar 2018



- Responsible for managing daily financial records
- Audits item costs costing programs and systems for accuracy
- Coordinate proper cost absorption in inventory valuation
- Manages preparing the fixed asset register for the company
- Presents variance analysis and recommends improvements
- Prepares account reconciliations and budget comparisons
- Accumulates the overhead costs as required applying accounting principles

## Areas of Critical Impact

### Strategy, Planning and Management

- Act as Chief Financial Officer and strategic business partner to senior executive leadership team.
- Assess and evaluate financial performance of organization with regard to long - term operational goals, budgets and forecasts.
- Provide insight and recommendations to both short - term and long - term growth plan of organization.
- Identify, acquire and implement systems and software to provide critical financial and operational information. Evaluate departments and make suggestions for automating processes and increasing working efficiency.
- Communicate, engage and interact with Board of Directors, CEO, COO and Executive Leadership Team.
- Create and establish yearly financial objectives that align with the company's plan for growth and expansion.
- Select and engage with consultants, auditors and investors.
- Recruit, interview and hire finance, accounting and payroll staff as required.
- Serve as a key member of executive leadership team and round table discussion panel.
- Participate in pivotal decisions as they relate to strategic initiatives and operational models.
- Interact with and bring department into line with Board of Directors' plans, initiatives and recommendations.
- Implement policies, procedures and processes as deemed appropriate by senior leadership team

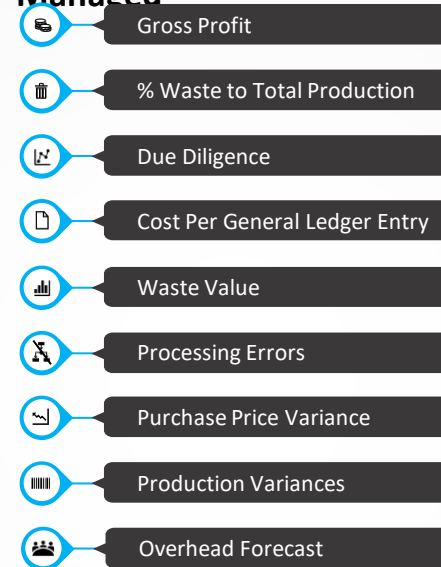
## ERP Software Proficiency



### KPI



### Managed



## Academics



2018 – CMA – IMA, USA

Certified Management Accountant from Institute of Management Accountants New Jersey, USA

2019 – CPA – AICPA, USA

Ongoing CPA (Certified Public Accountants) from American Institute of Certified Public Accountants, USA

2019 – CertIFR – ACCA, UK

Certified IFRS (International Financial Reporting Standards) from ACCA, UK

2016 – 2019

B.Com from University of Madras, India

2020

Ongoing MBA from University of Madras

2014 - 2016

Higher Secondary Education from EMEAHS Kondotty - 94%

2014

SSLC from PPMHSS Kottukkara – 98%

### Financial Analysis, Budgeting and Forecasting

- Prepare and present monthly financial budgeting reports including monthly profit and loss by division, forecast vs. budget by division and weekly cash flow by division.
- Review and analyze monthly financial results and provide recommendations.
- Identify, develop and execute analysis of business initiatives, product launches and / or new service offerings.
- Develop and maintain monthly operating budget and annual company operating budget.
- Manage financial planning and analysis department. Supervise creation of reports, software implementation and tools for budgeting and forecasting.
- Participate in weekly conference calls with Lenders, Vendors and Executive Leadership Team.

### Accounting, General Ledger, Administration and Operations

- Supervise the accounting department to ensure the proper functioning of all systems, databases and financial software. Provide regular maintenance and backup of all accounting systems and supervise company financial staff.
- Review and ensure application of appropriate internal controls, SOX compliance and financial procedures.
- Ensure timeliness and accuracy of financial and management reporting data for federal funders, foundations, investors and company's board of directors.
- Oversee the preparation and communication of weekly, monthly and annual financial statements.
- Oversee the preparation and timely filing of all local, state and federal tax returns.
- Ensure SOX compliance regarding all financial functions.
- Work with Human Resources to ensure appropriate legal compliance.
- Oversee the month - end close process, constantly reviewing procedures while eliminating inefficiencies.
- Review all month - end closing activities including general ledger accounts, balance sheet accounts and overhead cost allocation.
- Enhance and implement financial and accounting systems, processes, tools and control systems
- Hire, develop and manage accounting directors, managers and staff
- Serve as a key point of contact for external auditors; Manage preparation and support of all external audits.
- Coordinate and strategize methods used to attain team goals with Chief Accounting Officer and Regional Controllers.

### Financial Management

- Manage cash flow planning process and ensure funds availability.
- Oversee cash, investments and asset management area.
- Explore new investment opportunities and provide recommendations on potential returns and risks.
- Maintain outstanding banking relationships and strategic alliances with vendors and business partners.
- Utilize forward - looking models and activity - based analyses to provide financial insight into the organization's plans and operating budgets.

### Financial Relations and Policies

- Engage finance committee and / or board of directors to develop short term and long - term plans, projections and budgets.
- Represent company to banks, financial partners, institutions, investors, public auditors and officials.
- Remain current on audit best practices as well as state, federal and local laws regarding company operations.

### Finance and Accounting Team Management

- Mentor and develop a team by managing work allocation, systems training, performance evaluations, and the building of an effective and efficient team dynamic.
- Guide larger, cross - divisional teams outside of direct span of control within the three main company divisions.


### Risk and Compliance

- Strengthen the organization risk framework to avoid any surprise – Forex, Legal, Statutory, privacy of data, Sox 404 and IFC compliance.
- Statutory audit and presentation of financial statement including yearly Income tax filing, transfer pricing compliance etc.
- Utilizing IT to further strengthen and automate processes, where ever possible.
- Setup the internal control environment from scratch including SOP's for critical areas

### Management / Supervision:

- Directly manage, develop, support, and evaluate the Finance, ITS, compliance and administrative support teams.
- Recruit, motivate and lead high performance teams that are adaptable to the changing needs in a fast growth, mission - driven environment.
- Create and manage departmental and project work plans and budgets; control expenditures based on annual and project budgets.

## Personal Details

- DOB – 3<sup>rd</sup> March 1995
- Nationality – Indian
- Visa Status – Employment Visa | Passport Number – R01665677
- UAE Driving License  - ACTIVE
- IMA Member ID - 000009524234
- Address – New Industrial Area, Umm Al Quwain, United Arab Emirates

## Language Proficiency

- |             |               |          |
|-------------|---------------|----------|
| • English   | Proficient    |          |
| • Malayalam | Mother Tongue |          |
| • Hindi     |               | Beginner |
| • Tamil     |               | Beginner |