

Yousuf Ali

yousu107@yahoo.com • 00971-567948168
(MBA Finance/MA Eco with 10 years Experience)
Corporate Financing/Business Analysis



Skills

<i>Financial</i>	<i>Personal</i>
Cash flow forecasting Budgeting Managing accounts payable/receivable Cost analysis & variance reporting	Problem Solving Effective communication(verbal & non-verbal) Analytical Can do attitude

Short Courses :

IFRS implications and procedures : Millennium Career Development (UAE)

Corporate Tax for UAE :The way training institute(UAE)

VAT implications :3 Fold Education

Career Achievements

Shahab Ahmad General Trading(2019 – Present)

1. *Arranged loan syndicate with Commercial Bank of Dubai for 2.5 million.*
2. *Managed credit facility with FAB Bank of 2.5 million and achieved 2 million enhancement.*

Concord Plastics Industries RAK (2012-2013)

3. *Reduced variable cost (material cost)by more than 50% which helped increased overall profitability to 12% from 3%.*
4. *Resolved intercompany debts issues and increased the current/quick*

Expertise : IFRS Implementation report generation,Activity based costing ,Break Even Analysis for product, division, individuals and whole organization. CVP analysis, costing for loss in production.

Accounting Software : ZOH Books (April 2023 – Date)

Tally ERP Gold Edition (June 2013 – March 2023)

Oracle 9i (Feb 2007-Aug 2007)

Fox Pro (Feb 2005 – Jan 2007)

Professional Experience

(April 2023-Date)

Organization : Al Hajeen Sports Equipment Trading LLC(Group of Compnies)

Business Activity : Sports Construction/Trading of construction material(sports flooring) /Trading Hot tubs.

Designation : Finance Manager(UAE/KSA)

Managing the team of 5:Assigning tasks,helping in resolving work differences, counselling and reporting to top Management

Operations---

1. Implementing IFRS and preparing the accounts for audit and compliance in accordance with the corporate tax calculation .
2. Preparation of Statement of Financial position and the comprehensive income statement.
3. Ratio analysis and recommending the management about the corrective action with respect to funds management and need of facilities from banks.
4. Managing credit facility with Rak Bank for 2.5 million.Checking with bank comliances with respect to renewals and negotiating for enhancement and reduction for interest rates to lower the cost of financing imports.
5. Project costing and allocation of expenses to the cost centers guiding the accounts staff through the procedure. Generating the project profitability report and analyzing for cost/profit and comparing different projects. Time usage analysis and allocation of labor costs and recommending for maximum profitable project.
6. Supervising VAT filing and ensuring timely payments to avoid fines and penalties.
7. Budgeting for Materials based on availability of credit facility and the cash.
8. Imports and local purchase budgeting in cooperation from purchase department and inventory control.
9. Recommending the Management the sales target based on revenue generating products which also helps in hiring the new staff.
10. Follow-up with customers for payments and drafting settlement letter and sales contracts.
11. Recommending the Management for the solutions in ZOHO books which can ease the work load and generate more accurate reports.
12. Intercompany accounts reconciliation and settlement.
13. Maintaining relations with overseas suppliers (China/Turkey/India) negotiating for credit terms and payments.

Training and counselling---

1. ZOHO training to new staff in UAE / KSA and explaining the effective usage.
2. Mentoring the subordinates with respect to treatment of intercompany accounts.
3. Counselling and offering solutions to staff for work related problems.
4. Ensuring the team goals are met and the work assigned are completed within the deadline.

Professional Experience

(Jul 2019-Jan 2023)

Organization : Shahab Ahmad General Trading

Business Activity : Frozen/Fresh food importer and local distributor

Designation : Finance Manager

Managing the team of 4: Assigning tasks,helping in resolving work differences, counselling and to Top Manag

1. Managing banks facility for import financing of 5.5 million (RAK Bank and FAB).Planning the usage to optimize the interest cost and processing fees,applying for financing and extension using online portals, approval for new suppliers.
2. Preparing budgets for import purchase and local purchase and communicating with department heads. Suggesting buying price to Management and setting selling price caps.
3. Budgeting for operational expenses and keeping the system updated accordingly.
4. Costing for individual products setting price caps for purchases and minimum order quantity.
5. Recommending Management for corrective action for import/local purchase and suggesting best product mix combinations based on cost of imports/local purchase and gross margins.
6. Preparing and verifying profit and loss and balance sheet. Liasing with auditors.
7. Managing banks facility for import financing for 4 million (RAK Bank and FAB).Planning the usage ,applying for financing and extension using online portals, approval for new suppliers.
8. VAT Filing and resolving audit queries or discrepancies.
9. Preparing cost and volume profit analysis reports. Recommending the volume based or high margin products to optimize the use of banks facility or available cash at bank.
10. Maintaining fixed assets register and recommending on the disposal and acquisition of new assests.
11. Presenting sales analytical reports; comparing the cost of salesman with the margin earned for company.
12. Responsible for bringing the cost of operation down to maximize the profitability.
13. Preparing feasibility reports for new setups by analyzing the expected sales and discounting the returns with Internal Rate to match the initial investments.
14. Managing the personal accounts of Directors' for salaries,loan repayments,interest,accommodation allowances,credit card repayments and other benefits.
15. Reviewing the stocks position and recommending for safety stock or reorder level for smooth sales and delivery.
16. Negotiating with foreign suppliers in acquiring import documents ,payment terms and maintaining good communication.
17. Reviewing and recommending staff benefits including insurance, leaves ,increments and bonuses.

(Aug 2018 –April 2019)

Organization: Beirut Building Material

Business Activity : Tiles fixing/Importer/Interior designer

Designation: Credit Controller

1. Meeting the account collection target of 2.2 million on monthly basis.
2. Following up with customers through phone/email or personal meeting.
3. Reconciling accounts.

(May 2013 –Aug 2018)

Organization: A TO Z Janitorial, Pest Control & Maintenance Services LLC.

Business Activity :Pest Control/General Cleaning/Maids Services

Designation: Senior Accountant

Achievements : Set the pricing criteria for pest control and cleaning services by activity based costing

Internal software: Tally ERP 9(Gold Edition)

Job Description:

1. Computing break even for each services General Cleaning/Pest Control and Maids and presenting the break even in terms of sales in dirhams, minimum hours of services required, minimum square feet for pest control treatment.
2. Project wise cost tracking for **ALEC/Habtoor Leighton Group/Al Ghandi Constructions** and other companies. Creating cost centers and representing the cost center breakup report.
3. Interpreting the financial information and CVP analysis.
4. VAT Filing, Complying and checking for VAT laws as per Federal Tax Authority guidelines.
5. VAT analysis and estimation & maintaining tax records in soft copies and hard copies.
6. Cash flow forecast and analysis.
7. Monthly stock taking and reporting.
8. Preparing the gratuities and annual leaves statement upon request from employees and getting approval from GM.
9. Petty cash management.

Proficiency in Tally

1. Creating cost centers to track the repair and maintenance cost for cars/fuel cost/project cost and employee benefits & cost over the service period.
2. Creating groups and relating the subsidiary ledgers for group of companies and for VAT Filling(control account, input and output).
3. Managed fixed assets using individual cost centers for assets.

(June 2012 – May 2013)

Organization: Concord Plastics Industry LLC.

Business Activity : UPVC pipe manufacturer and distributor

Designation: General Accountant

Internal software: Tally ERP 9(Gold Edition)

Job Description:

1. Preparing balance sheet, profit & loss account.
2. Preparing & presenting executive report by analyzing the data from Tally software.
3. Setting budgets for non-manufacturing expenses (operating expenses)
4. Preparing expense, sales and purchase report.
5. Analyzing material price and quantity variance, setting standards for wastage and cost controlling.

6. Budgeting for manufacturing department based on sales estimation.
7. Labor productivity analysis for idle time variance.
8. Preparing cost of production report on monthly basis.
9. Cash flow management
10. Petty cash management
11. Billing & debtors' account management (setting up credit limits) and follow up for collections.
12. Inventory management.
13. Credit Control & collection follow up.
14. Preparing cost of production report on monthly basis.
15. Cash flow management
16. Petty cash management
17. Billing & debtors' account management (setting up credit limits) and follow up for collections.
18. Inventory management.
19. Credit Control & collection follow up.

(November 2009-February 2012)

Organization: Jinnah Government College for Boys. (Cooperative Lecturer)

Courses taught: Principles of Accounting, Cost Accounting, Advanced Financial Accounting, Principles of Commerce, Business & Industrial Law and Banking & Finance.

Reviewing course outline, Assessment & invigilation in final exams.

(Feb 2005-Mar 2007)

Organization: Dawlance Group of Companies (Head Office).

Designation: Accounts Officer

Internal Software: Fox pro /Oracle 9i

Job description:

1. Bank accounts maintenance of upto 14 branches with an average of 80 transactions per month per branch.
2. Petty cash management of Rs.200000. Minimum level of cash set on the basis of transaction analysis.
3. General journal entering & verifying bill of goods through GRN copy. Recording general expenses and assets of up to Rs.500000 (H.O & Branch)
4. Supplier account management by processing payment on time and reconciling the outstanding so as to ensure fair balance of creditors at time of audit.
5. Check running finance markup, preparing daily funds movement report and assist in sales collection analysis. .

Vocational Qualifications

University of Karachi	MA(Economics)	2 nd Division	Comparative economic system & econometrics
Mohammad Ali Jinnah University	MBA(Finance)	CGPA 3.25	Investment portfolio Management/Investment Security Analysis/Corporate Finance/Managerial Accounting
University of Karachi	B.COM	2 nd Division	Cost Accounting/Advanced Financial Accounting/Taxation Laws

