

## Zulfiqar Ali Chatha

Experience: + 26 Years (16Y Manufacturing Industry; 6Y Service Industry & 4Y Retail & Trading Industry)

Qualifications: ACMA; M. Com; CA – Inter; B. Com

Language: English & Urdu (Fluent in Speaking, Reading & Writing)

Mob. # 00971 52 9972231; Email: [info9972231@gmail.com](mailto:info9972231@gmail.com);

Location: Abu Dhabi, UAE. License: UAE valid driving license

Linked  : <http://www.linkedin.com/in/zulfiqar-ali-chatha-7b568716>

## Proven Accounts Manager

### (Helping Companies to Translate Their Business Goals to Reality)

#### Financial Accounting & Management Professional with +26 years of Industry Experience.

- Meticulous Finance Manager to undertake complex assignments, financial planning and analysis, financial strategies; meet tight deadlines and delivers superior business performance & management reporting.
- Possesses practical knowledge of financial statement preparation, corporate finance; budgeting, cost control and operational management.
- Supporting Management and sales & marketing team in business development / promotion.

#### Core Competencies:

- FINANCIAL ANALYSIS & REPORTING - CLIENT RELATIONSHIP - COST CONTROL - CF & WC MANAGEMENT  
- BUDGETING (OPEX & CAPEX) - TRADE FINANCE - AR / AP MANAGEMENT - IFRS - VAT MANAGEMENT  
- INTERNAL CONTROLS IMPROVEMENT - VAST EXP. OF RETAIL & MANUFACTURING INVENTORY MANAGEMENT  
- ANALYTICAL THINKING / - PROBLEM SOLVING WORKING EXP. OF SAP -FICO & ORACLE FINANCIALS

#### Career History:

COMPANY	POSITION HELD	FROM	TO	INDUSTRY
WORLD ENERGY GROUP LLC	PROJECTS' ACCOUNTING MANAGER	10 – 2017	CURRENT	MANUFACTURING; PHARMACY – RETAIL; SOFTWARE & IT; CONTRACTING
KAPCO PETROLEUM INDUSTRIES FZC	PLANT ACCOUNTING MANAGER	10-2014	09-2017	OIL & GAS MANUFACTURING – DISTILLATION UNIT
PTCL	FINANCE MANAGER	01-2012	12-2013	TELECOMMUNICATION
PTCL	REVENUE ASSURANCE & BUSINESS ANALYSIS MANAGER – RETAIL SEGMENT	01-2008	12-2011	TELECOMMUNICATION
FAUJI FOUNDATION PAKISTAN	DEPUTY MANAGER PROJECTS COST CONTROL & ACCOUNTING	03-2001	12-2007	MANUFACTURING, OIL & GAS; HEALTHCARE, EDUCATION
RC TEXTILE MILLS LIMITED	ASSISTANT MANAGER FINANCE	04-1998	02-2001	MANUFACTURING – TEXTILE -WEAVING UNIT
SHABBIR TILES & CERAMICS LIMITED	ACCOUNTS OFFICER	10-1995	08-1997	CERAMICS MANUFACTURE
KINGS TYRE LIMITED	ACCOUNTANT	07-1994	06-1995	LTV & HTV TYRE MANUFACTURE

## Career Highlights:

### Accounting:

- Managing daily operations of the finance department; preparing financial reporting for the internal stakeholders across all business operations as well as proactively proposing cost-saving initiatives and improvement plans.
- Consolidation of Sami-Annual & Annual Budget and Annual Financial Statements.
- Ensure compliance with IFRS and Group Financial Policies while preparing the Financial Statements and on a transactional level.
- Prepare quarterly financial statements; getting annual operating budget approvals of \$ +3 million and obtaining quarterly fund ceilings while limiting actual spending within budgeted boundaries saving additional zonal funds requirements worth \$ 20K.
- Supervising accurate data capturing of business transactions and timely closing of books of accounts into ERP environment.
- Ensuring a high degree of accuracy and quality in the development and timely submission of various financial statements to the stakeholders using large volume of data of +40K SKUs.
- Managing corporate/retail customers' by running an efficient billing & collection system, monthly balance receivable reconciliation, PDC discounting, by implementing effective credit monitoring policy; & conducting aging analysis while maintaining an effective business relationship.
- Controlling Accounts Payable activities i.e., coordinating retail procurement activities, large volume inventory management, PDCs & cash payment, account reconciliation, etc. while ensuring the company's procurement P&P are properly meet.
- Handling Group Insurance; Workmen Compensation Insurance; All Risk & Third-Party Insurance renewal and new policies procurement process.
- Working independently ensuring that all due dates and deliverables are met timely in compliance with the corporate requirements.

### E-Commerce:

- Coordinating closely with the business partners i.e., TALABAT, INSTA-SHOP, AMAZON, DAMAN, Credit Card Agents, POS Support Teams to ensure seamless business transaction.
- Negotiating & finalizing Agreements to create a health Business Partner Alliance.
- Analyzing SKU costs, pricing; product margins, sales results as well as segment wise business performance.
- Coordinating activities of Validating & updating online SKUs status and related RSPs;
- Reconciliation & proper flow of sales remittances of online transactions.
- Transcribing receivables & payables positions of all business partners.

### Trade Finance:

- Establishing and maintaining banking relationships for the raising and upkeeping of bank facilities.
- Complying with the periodic banking requirement & MIS i.e., actual annual production and financial performances as well as future business projections for the renewal of bank facilities.
- Improved funds & working capital management by implementing controls & procedures for effective utilization of resources, and smooth running of trade finance activities i.e., Trust Receipts, Letter of Credits, Running Finance facilities. This resulted in saving AED 100K on annual borrowings markup and ensuring timely availability of funds for operating activities.

### Budgeting:

- Prepare OPEX & CAPEX in close coordination with the various departments & stakeholders. Optimized operating budgets by standardizing process consumption; streamlining monthly cash flow, monitoring and limiting actual spending that led to saving 3%-5% operating cost over a financial period.
- Ensure consistency and transparency of the annual budgets presented by the departments, consolidate annual budgets and develop an overall EDC budget
- Monitor actual expenditure and variance to budget plans by performing monthly budget reviews, highlight variances, and request justification whenever significant variance from norms is detected

### Cost Accounting:

- Emerged cost breakdown structure, standardized material consumption, labor hours, and overhead spending resulted in reducing 5% direct cost and 10% indirect overheads in 12 months period.

- **DOB:** 20-11-1969 **Visa Status:** Employment Visa **Driving License:** UAE **Nationality:** Pakistan