

# FURQAN ULLAH (CMA, PMP)

Persuasive & Tenacious Leader with a proven track record of achieving positive business results and business growth objectives within turnaround & rapid changing environment; targeting **senior-level** assignments in **Financial Management** with an organization of repute.

**Location Preference:** UAE

**Availability:** Immediate

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## Profile Summary

- ❖ **Accomplished Senior Finance Professional** with over 19 years of experience in streamlining business operations for driving growth and increased efficiency & bottom-line across domains including *EPC* (Engineering, Procurement, and Construction), Oil & Gas, Beverages, Chemicals, FMCG, Telecom, Social sector, health care and Accountancy firms
- ❖ **Growth Driver:** leveraged innate capabilities in facilitating business growth through financial & business management leadership while working at Astra Group of Companies, Albatha Engineering Group, Alokzay Group of Companies, and UN.
- ❖ Capable of **strengthening & streamlining the financial processes & controls**, leading **knowledge transfer** of the project accounting functions, **identifying business opportunities** through outsourceable and non-outsourceable activities; skilled in **identifying & mitigating financial risks** on projects and setting-up & improving work processes
- ❖ Provided insight into the **financial decision-making process** through analysis, financial projections, planning, budgeting and forecasting and reporting; brought in scalable financial control in operations
- ❖ Formulated **business & operational strategies**, translated strategies into executable plans in the region with a large team
- ❖ Successfully augmented operational efficiency, worked closely with business operations for implementing operational strategies, drove new systems implementation & automation, thereby increasing profitability
- ❖ Excellence in designing **business models**, pricing & discounting models and assisting the business in decision-making & implementation
- ❖ Developed **finance policies & procedures** and ensured that the same were consistently followed within the unit
- ❖ Successfully handled projects as Finance lead since bidding to execution worth AED 150 M and participating in bidding Amounting to AED 750 M at Astra Engineering, managed AED 100M at Albatha Engineering Group with Government municipalities, executed PEPSI Greenfield project valuing at AED 200M, two different projects with IOM (international organization for Migration) worth AED 250M and AED 600M,

## Core Competencies

### Financial Planning & Analysis

### Profit Centre Management

### Capital Management

### Risk Assessment and Management

### Business Process Review

### Audit Control & Compliance

### Corporate Governance

### Capital Budgeting & Forecasting

### Business Transformation

## Certifications

- ❖ Certified Management Accountant (CMA)
- ❖ Project Management Professional (PMP)
- ❖ Chartered Financial Analyst (CFA Level 1 cleared)
- ❖ Energy Risk Professional (ERP)- GARP, in progress
- ❖ Certified Alternative Investment Analyst (CAIA Level 1 Cleared)
- ❖ Leadership, Entrepreneurial Thinking & Strategy Execution by IMD, Switzerland



## Education

- ❖ Master of Arts (Economics) from Peshawar University, 2001

## Professional Affiliations

- ❖ **Member:** CAIA (Certified Alternative Investment Analyst)
- ❖ **Member:** CFA Institute (Chartered Financial Analyst)
- ❖ **Member:** Institute of Management Accountants (IMA-USA)
- ❖ **Member:** Global Association for Risk Professional (GARP-USA)
- ❖ **Member:** Project Management Institute, (PMI – USA)
- ❖ **Member:** Institute of Bankers, Pakistan, (IBP, Pakistan)

## Career Timeline (Recent 5)



## Work Experience

**Financial Controller/ Head of Finance**  
**Astra Group of Companies, Sharjah - UAE**

**Jan'21 – Aug'21**

*The Group is primarily engaged in the business of engineering, procurement & construction (EPC) in infrastructure as well as in the oil & gas sector and health care.*

### Highlights:

- ❖ Devising Capital deploying choices with CEO/Chairman.
- ❖ Leading treasury function including arranging long-term and short-term funding, negotiations of interest rates, financial covenants, & banking
- ❖ Controlling commercial aspects of the contracts, project cost monitoring, Project Financing & Accounting, Budgeting, periodical review of Project Costs and Project Cash Flows
- ❖ Effective management of the working capital components of the Group, in particular, AR, cash, AP and taxes (VAT)
- ❖ Managing HR, IT, Procurement, Logistic and Warehouse departments

## Previous Experience

**Group Finance Manager**  
**Albatha Engineering Group**

**Dec'14 – Nov'20**

### Key Result Areas:

- ❖ Headed a team of **24 professionals** for managing the turnover of **AED 300M** within Mechanical Electrical & Plumbing (MEP), GEO Systems & Technologies, Chemicals, Oil & Gas, Services & projects
- ❖ Responsible for strategic planning, forecasting, budgeting, business development, financial modelling, and general ledger accounting
- ❖ Created and maintained Group's monthly MIS & yearly financial statements and reports.
- ❖ Reduced days' sales Outstanding from 210 to 165 days. Reduced inventory level from 150 to 115 Days within six months
- ❖ Structuring & implementing internal control disciplines throughout the company to maintain integrity and accuracy of financial reports
- ❖ Directing financial analysis, internal & regulatory reporting, accounting operations, budgeting & forecasting for achieving long-term improvements in cost savings, profitability and productivity
- ❖ Administering the financial & **risk management operations** for crafting a financial & operational strategy for preserving the company assets and reporting accurate financial results.

### Highlights:

- ❖ Managed relationships with major vendors (re-negotiated contracts resulting in a decrease in COGS)
- ❖ Implemented cost reductions through the elimination of wasteful expenses, improvement in process efficiencies and formal budgeting practices.
- ❖ Collaborated with the senior management team in executing strategies and processes, accomplishing corporate goals and profitability for the company having annual revenue of AED300M.

**Sr. Finance Manager**  
**Alokozay Group of Companies, UAE & Afghanistan**

**Apr'11 – Apr'14**

### Highlights:

- ❖ Led a team of 36 competent members for financial and management accounting, consolidation of subsidiaries, treasury budgeting, forecasting, strategic business planning and analysis, and all general accounting functions of the Group
- ❖ Secured additional business loan worth \$35 million for facilitating the capital expansion for existing business & investment

in new businesses/projects to meet the working capital needs; worked with U.S. International Development Finance Corporation (DFC) and International Finance Corporation (IFC) for the same; also managed \$18 million bank credit facilities

- ❖ Successfully created progress review presentations to financing organizations, strategic partners (PEPSI, KT&G) and the Board of Directors; preparation of annual operational plans and brand mix with PEPSI International and KT&G
- ❖ Achieved greater competitive mileage by rolling out ERP- Oracle at Kabul- Afghanistan office

#### Finance Specialist CTG Global, Afghanistan

Apr'10 – Mar'11

##### Highlights:

- ❖ Worked as Finance Lead of the project team and headed 8 team members for managing worth \$200M project
- ❖ Managed cash flow, approved payments, provided reports to UNDP & donors as per the UN guidelines and standards.
- ❖ Administered the development of finance's Software for IEC (Independent Election Commission)
- ❖ Developed a program for monthly reports and effectively prepared Standard Operating Procedure (SOP) books for Govt. organization in Afghanistan's Finance Department (Independent Election Commission)

#### Finance Manager Afghan Wireless (A subsidiary of TSI Inc.), Afghanistan

Oct'05 – Mar'10

##### Highlights:

- ❖ Led a team of 16 members for managing all the transactions/processes in the areas of Accounting, Payables & Receivables Accounting, Fixed Assets accounting and various other related processes
- ❖ Identified trends and anomalies in the cost of managing the site network, made recommendations to management on how to reduce the cost of running individual sites for more than 600 sites
- ❖ Prepared monthly budget of the company, cash budget, performed financial analysis including ageing, variance analysis, and financial statement review
- ❖ Successfully implemented Sage ACCPAC ERP while working as Finance Lead

#### Project Finance Officer Hajvairy Group, Pakistan

Apr'04 – Apr'05

##### Highlights:

- ❖ Coordinated with 6 team members to perform and maintain Journal entries and ledgers, bank statements, inventories, expenditures, and other accounting and financial records
- ❖ Ensured compliance with the U.N. policies and procedures for tracking expenditures

#### Associate Auditor Asad Fouad Chartered Accountants, Pakistan

Apr'01 – Apr'04

##### Highlights:

- ❖ Collaborated with a team of 6 members in preparing reports, commentaries and financial statements
- ❖ Identified and discussed resolutions for accounting and auditing issues with the Audit In-charge
- ❖ Presented audit reports highlighting key audit recommendations to the management



#### Technical Skills

- ❖ **Financial Systems:** SAP, Oracle, Power BI, ACCPAC, PEACHTREE, QuickBooks, SPSS
- ❖ Advanced MS Office
- ❖ M.S. Project, Primavera



#### Personal Details

**Date of Birth:** March 27, 1979

**Marital Status:** Married

**Number of Dependents:** 4

**Languages known:** English, Urdu, Persian & Pushto

**Address:** Al Nahda 1, Dubai – UAE