**Mohammad Riffat J. Chaudhry**

FINANCE MANAGER/FINANCIAL CONTROLLER

**FINANCIAL MANAGEMENT / PROJECT & TRADE FINANCING / EXPORT BUSINESS DEVLOPMENT**

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I am an experienced financial manager with hand on experience in managing the finances of variety of businesses and with exceptional leadership skills in managing the companies & business houses in Saudi Arabia. I am an MBA with major in Finance with more than 26 years of vast experience in managing companies, startups, holding companies and business groups in Saudi Arabia and I always brought a wealth of knowledge in many local companies and groups which are operating in the field of Trading, Telecommunication, Construction, and Retail/wholesale.

I have extensive leadership skills & financial management expertise with established track records of successes especially in growing enterprises and business houses. I have directed financial & management accounting operations including managing of professional accounting staff; and my major areas of focus is to improve the overall business by using the latest financial modeling tools, improving the cash management and debt financing. In addition to that I also do the revenue analysis, general ledger analysis, balance sheet and income statement finalization as per GAAP/SOCPA. I have Strong Skills in budgeting and its control, cash management, long range forecasts, cost accounting, cash flow management, business valuations, capital budgeting, corporate finance and managing external audits & banks’ relationship.

I possess Solid skills in managing people with capability to influence a team of professionals to the optimum motivation level and maximize their knowledge in the areas of finance and management & cost accounting, sales & marketing. I have ability to work independently with a high degree of flexibility and adaptability and striving always for continuous improvement. Open, candid, persuasive, effective and exceptional communication and interpersonal skills with great ability to connect with all level of staff and management. Ability to communicate complex issues effectively and efficiently, both orally and in writing to a diverse audience. Attention to details with the ability to assimilate a large amount of information. Integrity, transparency and accountability are always integral part of my recipe for success.

Ability to initiate, develop and direct administrative operations providing quality assurance and quality control. Take the responsibility to raise finance for funding the Projects and Trade Finance for Working Capital from banks; and for managing all personnel department activities which includes payroll, recruiting, hiring, reclassifications/promotions and salary management. I have advance knowledge of personal computer and associated software applications including: Excel, Power Point, Word, Access, quick books, Tally accounting software, Oracle, MS Dynamics and integrated accounting and manufacturing computer systems.

I have strong leadership skills, with dedicated continuous efforts to boost up the overall business of the employer and capability of problem solving & planning, vast experience in team-building and proven project management skills.

**PROFESSIONAL EXPERIENCE**

**Badr Al Sahraa Group For Contracting & General Trading - 01 September 2013 Till To July 15, 2016**

**Group Financial Controller/Chief Financial Officer :**

Badr Al Sahraa Group is involved in construction, trading, import & distribution, mining and manufacturing businesses which is located across the country in Najran, Dammam, Al Khobar and in Jeddah. Managed staff of six in Dammam, Al Khobar and Najran. Achieved following business objectives:

* Access & implement a finance organization which is structured to support the company’s construction, trading, import & distribution and manufacturing businesses and to improve the overall financial performance of the group; this included right sizing of the headcount that shall be cost effective and yet able to increase the productivity, profitability and self-confidence in the management.
* Solicited the financial resources / credit facilities from the local banking community to fund the new construction project of Gibal Najran For Contracting and working capital finance requirements for increasing manufacturing operation of Najran International For Mining and Gibal Najran Factory For Metal Products and raised long term funding for Gibal Najran Factory from SIDF.
* Managed and negotiated all insurances, including plant & Machinery & business to mitigate the down side risks and to negotiate with banks to restructure primary banking lines to improve cash flow of the group and negotiated the reduced interest rates & relevant pricing of import. Continuously seeking debt reduction options that include leases, currency cap contracts and government soft loans. Oversee purchasing, payroll, inventory and pricing, costing and currency, audits and stock transactions. Perform capital budgeting and ROI analysis. Accountable for all regulatory reporting.

**MATJAR ALWATANY EST. ALKHOBAR , SAUDI ARABIA June 01, 2010 to July 31, 2013**

**Vice President (Finance & Accounts):**

Matjar Alwatany is a Branded Sports Retailer with 40 outlets throughout Saudi Arabia. I was recruited by the President & Owner, as Vice President (Finance & Accounts) to bring structure and process change to the functional areas of treasury, cash flow management, banking, inventory control, account receivables, accounts payable, general accounting, external auditing, budgeting and financial forecasting and financial reporting. Managed staff of 10. Key accomplishments were:

* Improved the monthly closing of financial results from 45 days to 15 days.
* Achieved balance sheet credibility through establishing accounting policies & procedures.
* Designed & Implement an annual budget process that supports a 5-years plan.
* Accessed & implemented a finance organization structure to support the company’s overall financial performance; this included head count reduction that were cost effective, yet increased the productivity and self-confidence.

**ALYAF INDUSTRIAL CO. , DAMMAM, SAUDI ARABIA -Nov 01, 2008 to May 31, 2010**

**Finance Manager:**

ALYAF Industrial company Limited is a manufacturing company producing specialized materials (Non-Woven Technical) used for stoppage of soil in the roads, bridges and seaport constructions. I Was recruited by the Chairman of the company to control the cost of production, to improve liquidity and process excellence in the functional areas and in cash flows, treasury, budgeting, financial forecasts, cost controls, account receivables, inventory control & procurement of raw materials, capital budgeting, financial reporting, banking, external audit and account payables. Managed staff of 8 in the company. The achievements are as follow:

* Managed and negotiated all insurances, including plant & Machinery & business, keeping in consideration the down side risks and its mitigation. Managed primary banking line and monitor cash flow and interest rates & relevant pricing of import. Oversee purchasing, payroll, inventory and pricing, and currency, audits and purchased transactions. Perform capital budgeting and ROI analysis. Accountable for all regulatory reporting,
* Gained an average of SR. 6 million additional profitability on annualized basis by successfully re-negotiating the better price of the imported raw material materials.
* Slashed partly outstanding bank loan in a year by developing weekly forecasts, controlling capital spending and splitting capital needs for raw material and finished product matching the sales.
* Reduce the financial burden and huge capital investment in the imports of raw material by successfully re-scheduling the import matching the production and sales cycle.
* Increase the Gross and net profitability by successfull controlling the cost of raw material and direct labor in the production.

**ALBAYAN GROUP HOLDING CO. RIYADH, KSA - July 01, 2007-October 31, 2008**

**Financial Controller:**

AlBayan Group has diversified business activities that include telecommunication installations, advertising, electrical supply contract, IT and manufacturing. I was hired by the Group Vice President – Finance & Account to pull out the group (With a turnover of SR. 300 million) from the liquidity squeeze and to sort out cash flow problems. Key achievements are as follow:

* Managed 8-person team in financial planning, budgeting, accounting, and financial reporting.
* Improved the system of monitoring the receivable by aging report system and tied it up with the cash flow management.
* Delivered analysis and margin management to heads of Marketing & Sales. Approved Marketing Finance activities to drive long-term sales/share/profitability via strategic growth and risk/opportunity assessment.
* Prepare a business case and associated cash projections for submission to the local banks to solicit the project financing of SR. 350 million for a SR. 850 million telecom project awarded to the subsidiary company of the group from the Ministry of Interior.
* Raised lease financing for the fleet of refrigerated container trucks for the subsidiary company of the Group that was involved in the refrigerated transportation.
* Prepare a Business Case & feasibility studies for the Shopping Mall advertising concept and raised vendor financing for the required equipment.

**INTEGRATED TELECOM COMPANY LTD. RIYADH - Dec 24, 2005 to Jan 06, 2007**

**Treasury Manager:**

Integrated Telecom Company is a one of the subsidiary company of Muwared Group and it is a an IT company which provide the internet solution to customers in Saudi Arabia. I Was appointed by the CFO to solicit and manage SR. 950 million syndicated credit facilities lead by Saudi Fransi Bank in Riyadh. The following achievements were made during the employment:

* Successfully completed the syndicated long term loan facility and draw down of the SR. 950 million long term syndicated loan.
* Managed the CISCO-vendor financing of SR. 200 million.
* Advised the senior management on expansion projects by using different financial modeling including capital budgeting.
* Successfully raised the consumer financing for the staff of the company.
* Implemented the Oracle Treasury module and automated all the Treasury functions.
* Implement reporting system of weekly forecasting of financial results versus the budget and detailed variance reports.

**DARCO For Petroleum, Transport & Construction – Sept 01, 2004 – Dec 22, 2005**

**Vice President (Finance & Business Development):**

DARCO (Dar Al-Rowaia Company Limited) is involved in construction, petroleum, trading and Industrial activities and its owned by a Princesses. This company had signed an agreement for joint petroleum products export business with International Petrochemicals Industries (UK) Limited. I was hired by the management of the company to function as the Vice President (Finance & Business Development) of the company. My responsibility includes:

* To solicit and negotiate business for the company in the local and international market especially for petroleum related products in local market and for exports in the international market.
* To develop the policies and procedures for the various subsidiaries of the company that includes lemozine services and rent a car operation.
* To raise the short term finance to fund the operation of various subsidiaries who were unable to function profitably because of liquidity squeeze and cash flow problems.
* To raise the capital lease finance for the rent a car operation and for lemozine services.
* To turn DARCO into a profitable venture from current losses in the operations due to poor management and lack of leadership in the company.
* Solicit Joint Venture Partner and negotiate with them the terms of joint operations in the field of construction and petroleum products.
* NB: The undersigned left the company due to poor credibility of the company with in the banking industry and as well as in the local market.

**KANAL CORPORATION. RIYADH, SAUDI ARABIA Sep 01, 2001 - August 31, 2004**

**Vice President (Finance & Accounts)**

KANAL Corporation is a joint venture between KANAL and TCIL (Telecommunication Consultant India Limited). The company was involved in installation of telecommunication infrastructure in Saudi Arabia. I was hired by the President of the KANAL Corp as the Vice president (Finance & Accounts) to solicit project finance from the local banks to fund the telecommunication projects, structure and process to the functional areas of treasury, cash flow management, banking, account receivables, accounts payable, general accounting, external auditing, budgeting and financial forecasting and financial reporting. Managed staff of 12. Key accomplishments were:

* Successfully solicited the project financing for all the projects awarded to the company.
* Solicited lease financing on attractive terms for the fleet of 60 vehicles required to mobilize the technician teams in Saudi Arabia.
* Successful management of Joint Venture relationship with TCIL.
* Developed the Capital Budgeting for evaluation of long term projects.
* Solicited Vendor financing from local and international market at attractive terms.
* Prepared feasibility studies for the various projects.
* Established the integrity of the Balance Sheet by implementing policies and procedures.

**INTERNATIONAL TRADING CENTER & IMATCO (PVT) LIMITED, KARACHI, PAKISTAN- Jan 18 1988 to July 31, 2001**

**Director Finance & International Trading**

International Trading Center which latter transformed to a Private Limited Company by the name of IMATCO (Private) Limited was involved in the manufacturing and export of Fashion Apparels, leather products & Home Textiles to various countries in Europe and many companies in USA and Canada. I was appointed by the board to manage the financial affairs of the company and to promote the international export business in USA & Canada and in Europe, and also to raise funds privately and from the local and international banking community to fund the export transactions and for the expansion of the factory. The achievements are as follow:

* Raised Private Equity for expansion of factory from market in Karachi, Pakistan.
* Exhibited in International Fairs & Secure huge export orders, visited large import buying houses in USA, Canada and Europe and secure sizeable export orders.
* Solicited flexible Export Finance from the banks for new export orders.
* Structuring of finance and accounts department and established procedure for periodical financial reporting and preparation of business plan of the company.
* Solicited large vendor’s credit with attractive terms to manage the liquidity of the company.
* Successful management of external audit process and coordination with the external auditors.
* Preparation of feasibility studies & market studies as directed by the senior management.

**CITI BANK/SAMBA & UNITED SAUDI COMMERCIAL BANK, RIYADH, SAUDI ARABIA - Jan 06, 1982 to Jan 19, 1988**

**Credit Officer / Senior Relationship Manager**

I was hired as Executive Trainee by Citibank/SAMBA and latter promoted as Manager Corporate Banking and to work as Senior Relationship Manager in Trading & Manufacturing Division of the Corporate Banking Group in the Citi Bank/SAMBA and latter in USCB which was also merged with SAMBA. The selective achievements were:

* Achieved distinguished position in CAD (Credit Administration) training in Citibank Training Center, Athens, Greece.
* Successfully managed the portfolio consisting of twelve corporate customers and including syndicated loan in which USCB participated with the lead bank Saudi Al Fransi Bank, Riyadh.
* Solicited sizeable NIB and IB deposits for the bank.
* Successfully financed the transactions in Trading & Manufacturing and Constructions Sectors and increased the portfolio and profitability and successfully manage the APR, MPR and MIS.
* Met all set forth targets of marketing and profitability with quality lending.
* Solicited new treasury products, foreign exchange hedging and other banking products.
* Provided financial consultancy to the customers for transaction structuring and funding of same by different banking products.

**PROFESSIONAL SKILLS**

Financial Reporting, Budgeting, Cash Flows, Management Reporting, Financial Analysis, Financial Planning, Financial Modeling, Raising Working Capital Finance & Project Finance from Banks, Management of Financial Resources, Raising Long Term Loans from SIDF for Industrial Projects, Communication, Relationship Management, Project Management, organizational skills, Problem Solving & Technological savvy, Tenacity, ethics & Transparency, Anticipation, wisdom and interpretation, Critical thinking, Judgement & decision making, coordination, Time management, system analysis & monitoring.

**EDUCATIONAL & PROFESSIONAL QUALIFICATIONS**

* M.B.A (Finance), University of Karachi, Pakistan 30/12/1982.
* Master in Economics, University of Karachi, Pakistan, 30/12/1977.
* Bachelor of Commerce (Accountancy) – university of Karachi, Pakistan, 19/5/1973
* B.Sc. Pass (Statistics) –University of Karachi, Pakistan, 17/9/1974
* CAD Course, Citibank Training Center, Athens, Greece Feb 1983
* Effective Written Communication, Center of Banking & Finance, Riyadh, Saudi Arabia 1983.
* Advance Selling Skills, Center of Banking & Finance, Riyadh, Saudi Arabia.
* Preparing for CFA and have plan to clear the complete course by 2017/2018