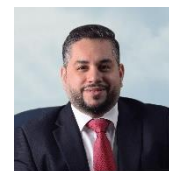


# Mohammed Alsharief (CMA)

📍 Kuwait – Hawali

📞 + (965) 99944381

✉️ mohammedalsharief@hotmail.com



## Head of Finance

### EXECUTIVE SYNOPSIS

A **seasoned finance professional** with 22+ years of rich experience in owning and shaping the finance vision and strategy, providing corporate finance stewardship, commercial insight & business intelligence, thereby maximizing shareholder value across the diverse sectors.

**Championed leading critical business transformations, reengineering financial processes and financial systems**, with the ultimate goal of improving both operating and financial performance. Driving a proactive culture of innovation, delivering business value through people, process, and technology excellence.

**Supporting high-growth organizations** with expert financial, operating & organizational leadership, thereby attaining a higher organic growth rate.

**Expert in leveraging next-generation finance technology, re-vamping processes, and** fostering a culture of continuous improvement to achieve productivity goals through ERP implementation and business intelligence (BI) tools.

**Proven leader able to leverage strong financial expertise, management excellence, and broader business acumen** to collaborate, contribute to, and shape the organization's continued growth and success.

### CORE COMPETENCIES

- |  |                                   |  |
|--|-----------------------------------|--|
| • Finance Vision and Strategy              | • Financial/ Cost Modeling        | • Business Intelligence & Insight Evaluating |
| • Accounting/Auditing                      | • Process Re-engineering          | • System- ERP, Great Plains, Oracle, Odoo    |
| • Finance Transformation                   | • Capex & Opex                    | • Team Management                            |
| • Management Reporting                     | • Billing, A/R, A/P, GL & Counsel | • Leadership                                 |
| • Business/ Financial Process Improvements | • Revenue Recognition             |  |
|  | • Stakeholder Management          |  |

### PROFESSIONAL EXPERIENCE

#### Head of Finance Saba Group

January 2022 - Present

*SABA Group International is a leading logistics company that provides tailor-made solutions to local and international customers and empowers them to succeed in challenging market environments.*

#### Accomplishments:

- Head-hunted to provide ongoing financial executive leadership for the company and drive business and financial process improvements.
- Entrusted with providing key business advisory associated with fund flow management and budgeting for the company. Reported to the CEO.
- Instrumental in setting the overall finance and accounting policies, procedures & strategies, providing key business advisory as a key member of I Build's management team.
- Served as a catalyst for change management, advised and influenced senior leaders and business executives on key business decisions and major change initiatives.

#### Responsibilities:

- Proffering financial direction, leadership, and oversight required to deliver excellent results and achieve all organizational goals. Establishing internal controls and ensuring optimal utilization of Company resources.
- Establishing a robust and high-quality financial control framework covering policies, standards, and procedures are implemented and maintained across the Company. Ensuring integrity and accuracy of the financial statements, including the financial position, profit or loss account, and the cash flow statement.
- Subject matter expert in diligently negotiating funding deals, finance leasing and long-term borrowing management.
- Nurtured synergistic relationships with banks, executing a relationship map to cover all decision-makers and influencers in the bank, which support loan restructuring, funds, and facilities.
- Developing compelling vision, strategy & roadmap for enhanced budget management, organizational cash flow & forecasting. Reviewing the local & foreign suppliers' payments and following up on client collection.
- Monitoring average interest rate spreads and margins. Developing marginal cost/benefit analyses, thus aiding Business Strategists to determine where they should allocate their resources.
- Acted as primary liaison with external auditors in matters related to the investigation of their findings and recommendations.
- Superintending, mentoring, and empowering a dynamic team, to be of high-caliber, recognizing and utilizing throughout the business as value-added business partners.

**Head of Finance**  
**Kana Group Company W.L.L**

**May 2021 – January 2022**

*Founded in 2010, Kana Group has become a leading provider of health and beauty services in Kuwait. It operates 3 main businesses: Nail Station Beauty Salon, New Life Clinic, and Medica Care Clinic.*

**Accomplishments:**

- Played a key role in aiding the Group to attain its strategic & tactical goals. Facilitated development, monitoring and reporting of key operational metrics & driving processes to improve consistent productivity/efficiency improvements.
- Served as a value-added business partner & challenger, provided financial analysis and decision support to the executive leadership team.

**Responsibilities:**

- Commanded/ Controlled the company's finance function, ensured company financial systems are robust, and compliant & supported current activities and future growth.
- Delivered robust, timely, accurate financial reporting, fully compliant with IFRS, governance / regulatory requirements of all statutory bodies and Group accounting standards, and standing up to audit scrutiny.
- Managed and reviewed the chart of accounts every year. Ensured adequate accounting and supporting records are adequately maintained. Strengthening internal controls to eliminate revenue leakages, with a focus on revenue drivers.
- Annual budgeting and planning process owner, provided expert advice to senior management to ensure that budgets are on target & 100% aligned with the strategic direction of the company. Monitored budgetary control systems Analyzed variances in budgets and undertook corrective measures to drive profitability and improve processes.
- Established Key Performance Indicators (KPIs) for performance. And tracking the Company's performance using relevant MIS and budgetary reporting tools for the Company's operations.

**Finance Manager**  
**Health Assurance Hospitals Company, (Dhaman) Al Kuwait**

**March 2016 – January 2021**

*Dhaman is structured as a public-private partnership (PPP) entity, with a pledged capital of KD 230 million. Its objective is to build and operate a fully integrated, world-class health system to service critical segments of the population of Kuwait.*

**Accomplishments:**

- Served as a Trusted Business Advisor, proffered strategic advice for investments, strategized vital business decisions, determined strengths and weaknesses, and presented a series of straightforward recommendations.
- Evolved the Financial Planning, Analysis, and Reporting process to aid decision-making and strategy alignment across the Company.
- Key Team Member of Oracle fusion implementation team, leveraged next-generation technology for enhanced processes

**Responsibilities:**

- Formulated and implemented financial strategies, objectives, policies, and procedures with a primary focus on establishing internal controls and ensuring optimal utilization of Company resources.
- Functioned as the analytical engine of the Company, proffered data-driven insights to support optimal financial business decision-making- optimize the company's financial health/performance and strategic position.
- Presided over day-to-day financial operations, established and implemented departmental policies/procedures & tracked company financial performance.
- Collated monthly, quarterly, and yearly financial report/ information decks for the Management. Empowered them with financial insights and metrics.
- Established an annual comprehensive budget & forecasting and analyzed the variance.
- Managed critical components of any business - cash flow management monthly, quarterly, and yearly.
- Administered cost management, prepared and reviewed service & construction costs monthly & yearly.
- Liaised with the external audit firm (BDO) for planning the annual audit.
- Analyzed costs, pricing variable contribution sales results, and the company's performance compared to business plans.
- Supervised finance leasing and long-term borrowing management.
- Reviewed fixed assets schedule and capital expenditures, which are critical to an organization due to their substantial initial costs, irreversibility & long-term effects.

**Assistant Finance Manager**  
**Dimah Capital Investment Company, Kuwait - Al Kuwait**

**January 2007- February 2016**

*Dimah Capital is a competitive force among Sharia-compliant investment banking and wealth management Corporations; it offers its clients a diversified range of Sharia-compliant investment solutions.*

**Accomplishments:**

- Trusted Advisor on Mergers and acquisitions for expertise in delivering vision and value. Administered the acquisition of AlFawz Investment Company and supervised the company's capital enhancement process.
- Assisted in commanding/ controlling the company's finance function, ensuring company financial systems are robust and compliant and supporting current activities and future growth.

**Responsibilities:**

- As Operational Budget Holder, responsible for ensuring corporate budgeting processes, forecasts, and financial projections were carried out timely & accurately.
- Developed and implemented strategies to improve accounting operations effectiveness, including developing and executing organizational, process, and system changes.
- Managed all accounting operations, including billing, A/R, A/P, GL and counsel, cost, and portfolio accounting.

- Focus on daily and month-end accounting to determine results, including P&L activity (management fees, fee splitting, gross-ups, re-classes), balance sheet activity (deferrals, accruals), and accounts-receivable cash application, in compliance with International Accounting Standards
- Prepare the consolidated financial statements for the Parent Company
- Managing and controlling the organization's financial processes, making the necessary changes to upgrade and improve processes, policies, or procedures, and developing the finance team.
- Ensures appropriate Internal Controls are maintained within the organization and its support companies
- Taking the lead on all internal and external audit recommendations and relationships
- Utilize expert financial knowledge and skills to assist the finance team in working with complex issues
- Manage a team that develops financial and valuation models, materials, and recommendations for executive decision-making by conducting comprehensive analyses and utilizing appropriate methods.
- Prepare the CBK & CMA report

#### Previous Professional Experiences:

<b>Chief Accountant</b>	<b>October 2006- November 2007</b>
<b>Kuwait Resources House, Kuwait - Al Kuwait</b>	

- reparation of financial and management reports, Budgeting, Monthly /Quarterly/Annual closing activities, Variance analysis and explanation for significant variances, Working capital management, Attending external & internal auditors, Reconciling G/L with sub, Reviewing Fixed asset register, Reviewing payments, Following up for receivables, Reviewing bank reconciliations, Reviewing intercompany transactions & reconciliations, Reviewing inventory accounting, Approving purchase requests etc. Preparation of financial and management reports, Budgeting, Monthly /Quarterly/Annual closing activities, Variance analysis and explanation for significant variances, Working capital management, Attending external & internal auditors, Reconciling G/L with sub, Reviewing Fixed asset register, Reviewing payments, Following up for receivables, Reviewing bank reconciliations, Reviewing intercompany transactions & reconciliations, Reviewing inventory accounting, Approving purchase requests etc.

<b>Accountant</b>	<b>April 2005- October 2006</b>
<b>Osoul Investment Holding Company, Kuwait - Al Kuwait</b>	

- Compiling, analyzing, and reporting financial data.  
Creating periodic reports, such as balance sheets, profit & loss statements, etc.  
Preparing economic analyses and reports.  
Assisting with preparing and monitoring budgets.  
Maintaining and reconciling balance sheets and general ledger accounts.  
Assisting with annual audit preparations.  
Investigating and resolving audit findings, account discrepancies, and issues of non-compliance.  
Preparing federal, state, local, and special tax returns.  
Performing other accounting duties and supporting junior staff as required or assigned.

- September 2000 - April 2005: Accountant, Kuwait Saudi Pharmaceutical Industries, Kuwait

#### EDUCATION

- **Bachelor's degree, Accounting**, Al-Azhar University, Palestine, September 2000

#### PROFESSIONAL DEVELOPMENT

- Certified Management Accountant (CMA), Aug 2018
- Certified Financial Modeling & Valuation Analyst (FMVA), Jul 2020
- Certified International Financial Reporting (IFRs), 2016
- Certified International Financial Accounting, (CIFA), 2014

#### PERSONAL INFORMATION

- **Nationality:** Palestine
- **Date of Birth:** 2<sup>nd</sup> May 1978
- **Languages:** Arabic & English