

# Hesham Ali Abu Zaid

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## SENIOR FINANCE PROFESSIONAL



Finance & Accounts



Auditing



Supply Chain Management



Administration



Budgeting & MIS

### SYNOPSIS

- Accomplished and resourceful Senior Finance Management professional having 20+ years' of experience and sound acumen in the handling Financial Operations and Business Transformation initiatives
- Deft in overseeing finance management, project management, cash management, reconciliation statements, creditor/debtors management, supply chain management, budget analysis and relationship management
- Proven ability to build profitable relationships with bankers, venture capitalists, and clients. Expertise in driving cost reduction through process redesign and performance management
- Core competencies in coordinating/conducting audit, streamline entire accounting operations and finalizing accounts within demanding time schedules
- Adequate experience in conducting revenue analysis, driving cost control initiatives, and presenting MIS reports covering revenue, volumes, profitability, losses and cost aspects with analytical comments

### SKILLS SNAPSHOT

Finance & Accounts	Auditing	Change Management	Supply Chain	Budgeting & MIS
<ul style="list-style-type: none"> <li>Trial Balance, Profit &amp; Loss, Age-Wise Accounts Payables</li> </ul>	<ul style="list-style-type: none"> <li>Internal Statutory and Government audits</li> </ul>	<ul style="list-style-type: none"> <li>Implemented new ideas to generate resonance</li> </ul>	<ul style="list-style-type: none"> <li>Logistics Management Systems</li> </ul>	<ul style="list-style-type: none"> <li>Annual budgets &amp; conducting variance analysis</li> </ul>

### PROFESSIONAL DEGREES, TRAINING & WORKSHOPS

<b>Master of Computer Applications</b> , Mansoura University, Egypt, 1997	<b>Bachelors of Accounting and Finance</b> , Mansoura University, Egypt, 1995
<b>Training</b>	
Financial reporting in NAS and Magnitude, Nestlé Waters Zone AOA, Dubai, Jun 2012	Value creation board games, Nestlé Waters Headquarters, Paris, Mar 2012
Finance and control workshop, Nestlé Waters Arabian Peninsula, Jun 2011	Budgeting and marketing business strategy (MBS), Nestlé Waters Zone AOA, Dubai, Apr 2011
Management of manufacturing operations (Costing system), Nestlé Waters Arabian Peninsula, Nov 2010	Capital Investments (under Nestle Intl. guidelines), Nestlé Waters Egypt, Jun 2010

### CAREER PROGRESSION

#### Tayseer Chemicals & Fertilizers Group , Yanbo, KSA

(Closed joint-stock company)

##### Finance Manager

December'22 – Present

##### Projects Handled

- Implementation ODOO HR and Payroll module and lead the integration link with Oracle NetSuite financial module.
- Leading Oracle NetSuite upgrading implementation.
- Leading and set up roles for data cleaning.

##### Responsibilities

- Closely interact with the Board of Members, CEO and Executive Committee regarding monthly/quarterly/annual financial statements, forecasts, budgets, cash flow planes and feasibility analysis
- Lead the team in strategic planning and decision making process for revenue control, expenditures, invoicing and collection, providing reliable financial solutions as necessary, and making sound decisions
- Oversee the preparations and finalization of financial and non financial statements/reports covering a variety of company's activities including polyclinic, clinic, Doctor, patient, and pharmacy costs, capacity, sales mix, inventory,

marketing costs, general and administrative expenses and total activities reports in order to facilitate senior management in decision making

- Develop and implement procedures for financial management/reporting, administration, risk management and investments targeting the company growth
- Provide leadership to team for handling asset management activities and actively involved in CAPEX budget preparation alongside control spending for effective ROI & ROA
- Management of day to day accounting operations.
- Analyzing financial and non-financial information in order to assist senior management in strategic decision making.
- Oversee cost control, product costing, and inventory and logistics operations.
- Prepare & finalize monthly and annual financial reports with variance and profitability analysis.
- Improve the Company's financial performance through enforcing of internal controls
- Prepare & finalize monthly and annual financial reports with variance and profitability analysis.
- Accounts team training and development.
- Provide assistance and various report to all other departments regarding administration & finance decisions
- Structured annual operational budget and implemented control measures to contain expenses within defined limits
- Defined financial objectives and thereby designing and implementing systems, policies and procedures to facilitate financial control. Handled day to day accounting activities

## **OASIS Water Factory , Dubai, UAE**

**Accounts Manager**

*October'17 – October 19*

### **Projects Handled**

- Implementation PRISM A/R module and lead the integration link with JDE financial module.
- Leading and set up roles for data cleaning.

### **Responsibilities**

- Management of day to day accounting operations.
- Analyzing financial and non-financial information in order to assist senior management in strategic decision making.
- Oversee cost control, product costing, and inventory and logistics operations.
- Prepare & finalize monthly and annual financial reports with variance and profitability analysis.
- Improve the Company's financial performance through enforcing of internal controls
- Prepare & finalize monthly and annual financial reports with variance and profitability analysis.
- Accounts team training and development.
- Provide assistance and various report to all other departments regarding administration & finance decisions
- Structured annual operational budget and implemented control measures to contain expenses within defined limits
- Defined financial objectives and thereby designing and implementing systems, policies and procedures to facilitate financial control. Handled day to day accounting activities

## **SABA Medical Company , Jeddah, Saudi Arabia**

*(Closed joint-stock company)*

**Finance Manager**

*Sep'15 – Nov'16*

- Closely interact with the Board of Members, CEO and Executive Committee regarding monthly/quarterly/annual financial statements, forecasts, budgets, cash flow planes and feasibility analysis
- Lead the team in strategic planning and decision making process for revenue control, expenditures, invoicing and collection, providing reliable financial solutions as necessary, and making sound decisions
- Oversee the preparations and finalization of financial and non financial statements/reports covering a variety of company's activities including polyclinic, clinic, Doctor, patient, and pharmacy costs, capacity, sales mix, inventory, marketing costs, general and administrative expenses and total activities reports in order to facilitate senior management in decision making
- Develop and implement procedures for financial management/reporting, administration, risk management and investments targeting the company growth
- Formulate the finance and budgeting controls for the entire organization, conduct variance analysis and thereafter resolve inconsistency
- Provide leadership to team for handling asset management activities and actively involved in CAPEX budget preparation alongside control spending for effective ROI & ROA

## **Hafil EST Mohammed Yousef Naghi Group , Jeddah, Saudi Arabia**

**Fleet Finance Manager**

*Mar'14 – Jul'15*

- Fully accountable for leading project to create new Fleet Management System in Oracle
- Liaised effectively with all stakeholders and CFO for providing required and sustained business support for preparation of Management Business Strategy (MBS – 20 year business plan)

- Created and maintained in-depth reports highlighting the consolidated financial, variance, profit, and audit results, and assets of the company and presented it before the senior management
- Effectively managed accounting operations including payables and receivables to ensure timely collections and maintained adequate liquidity to support day to day operations
- Define business mission and performance standards across all functional areas and periodically reviewed performance with deft application of concurrent management audit procedures
- Prepared annual budgets in coordination with the management and ensure its proper implementation and compliance
- Played pivotal role in monitoring MIS reports with a view to apprise top management of the routine activities viz. cost control, deviation report, inventory and logistics
- Organized various training sessions for the finance team to enhance their performance

### **Nestle Waters, Jeddah, Saudi Arabia**

#### **Financial Accounting Manager**

*Jun'05 – Feb'14*

##### **Projects Handled**

- **In-house ERP System (IBS):** Successfully implemented the Financial Module of In-house ERP system for Nestle Waters in KSA, Dec 2005 and Nestle Waters Lower Gulf (UAE, Qatar, Bahrain) in May 2009.
- Establish and lead Taif branch at 2006.

##### **Responsibilities**

- Instrumental in reviewing and preparing CAPEX budgets prior to submission for higher management approvals
- Provided financial overview and leadership for all major operating consideration and activities, including development of business and profit plans
- Structured annual operational budget and implemented control measures to contain expenses within defined limits
- Defined financial objectives and thereby designing and implementing systems, policies and procedures to facilitate financial control. Handled day to day accounting activities
- Assisting the CFO in preparing the Management Business Strategy (MBS – 20 year business plan)

### **Nestle Waters, Naqiah Water Factory, Madinah, KSA**

#### **Chief Accountant**

*Mar'03 – Jun'05*

##### **Projects Handled**

- Disconnection Madinah branch from Al Manhal water(Nestle water Riyadh ) and merge with Rivers water factory (Nestle waters Jeddah).

##### **Responsibilities**

- Played pivotal role as in order to assist Financial Manager and also take up his responsibilities in his absence and handle financial matters
- Reviewed existing systems and procedures and designed internal controls/quality audit checks for various operational areas for achieving higher operational efficiency, resource rationalization and cost reduction
- Drove the efforts for designing and implementing systems and procedures for the preparation and maintenance of reconciliation statements and financial statements as well as the clearances of un-reconciled supplier and bank accounts
- Fully accountable for formulating monthly consumption of materials report and reconcile selling report with the store report

### **PREVIOUS EXPERIENCE**

**Senior Accountant, Nestle Waters, Springs Water Factory, Dammam, KSA**

**Dec'99 – Mar'03**

**Chief Accountant, Al Turk Establishment, Dammam KSA**

**Feb'98 – Dec'99**

**A/R Accountant, Al-Salab Trading and Industrial Company**

**Mar'97 – Jan'98**

### **ADDITIONAL INFORMATION**

#### **IT Skills**

- Accounting and ERP systems with integrated business modules including Oracle Financial System, SAP and Ostazi Financial System (a bespoke ERP system used specifically by Nestle)
- Reporting tools including Magnitude (a bespoke consolidation and reporting tools used by Nestle worldwide, powered by SAP Business Objects)
- Microsoft Office (including Excel, Word, and Power point & Outlook)

#### **Date of Birth**

- 10<sup>th</sup> Jul 1974

#### **Languages Known**

- English and Arabic

#### **Nationality**

- Egyptian

#### **References**

- Available upon request