EMADAL-DEEN MOHAMMAD

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SUMMARY

Finance Director & Controller (CMA since 2010) with 25+ years of executive finance leadership in manufacturing, retail, and contracting. Experienced in developing financial strategy, corporate governance, budgeting, FP&A, cash flow management. Also Knowledge & compliance in IFRS, taxation, VAT, SOCPA , Islamic finance philosophies.

EXPERIENCE

09/2023 to 02/2026

Finance controller.

Meqdam Co - Riyadh, Saudi Arabia, Saudi Arabia

Company Activity : Contracting, O&M, Manufacturing, Facility Management & Retail.

- Reviewing with finance manager monthly and quarterly trial balance and P&L for each department/Project.
- Provided financial modeling and scenario analysis to support top management for proposals in a project.
- Providing top management of monthly performance (P&L) in project wise comparing with budget , and with last year same month (accumulatively)
- Building annual expenditure budgeting (CAPEX, P&L, Cash) for each project, aligning cost structures with sales plans and clearly separating direct and indirect expenses to strengthen cost transparency and control.
- Provide perfect financial insights to guide business decisions to help in better results in business.
- Partnered with internal audit teams to facilitate smooth audit cycles, resolve findings.
- Oversaw retail customer collections of 3 to 4 million monthly across 60 customers, enhancing receivables management by reducing average cash collection period.
- Counting and checking Fixed Assets by project wise and matching with GL.
- Working with ZATCA at the end of each year to offset their regulations & requirements.
- Developed labor cost estimation models to optimize competitive pricing and profit margins for new project tenders, contributing to improved cost management.
- Calculated and monitored idle capacity costs to identify inefficiencies of unused labor-hours and fixed-cost overruns against budget, facilitating targeted cost control measures.

12/2016 to 08/2023

Accounting Manager.

Hussain Omar.AFCO Factory Co - Jeddah, Saudi Arabia, Saudi Arabia.

Company Activity : Contracting, O&M, Constructions & Manufacturing.

- Worked as financial consultant for budgeting, financial reporting, compliance, and alignment with corporate strategy & IFRS.
- Worked with external audit processes and ensured full compliance with financial regulations and governance standards.
- Issued cost analysis and trend reports, benchmarking actual costs against estimates and using longitudinal analysis to assess impact of key cost drivers; delivered strategic recommendations that enhanced expenditure control.
- Identified cost optimization opportunities for projects, serving on a cost-reduction committee to establish standards, measure performance, administer incentives, and solicit employee suggestions, resulting in fixed cost reduction of approximately 3% and direct cost reduction of 4%.
- Served as a strategic advisor to pricing and commercial teams, providing detailed cost models for direct labor and overhead allocation based on material quantities and labor-hour drivers.

- Evaluated project profitability and financial health, producing comprehensive monthly reports covering completion percentages, collections, remaining cost forecasts, and projected total project margins.
- Supported Finance Manager and internal audits by working with accounting manager in providing accurate data, schedules, reconciliations, and supporting documentation within agreed timelines.
- Worked with finance team in preparing yearly tax and zakat exercise including payment and submission of annual tax/ zakat return on a timely basis.
- Proposed a plan to boost liquidity by establishing a committee to manage and monitor slow-moving inventory items (spare parts), aiming to either stimulate sales to accelerate their turnover or have the purchasing department return them to the supplier.
- Review and validate stock of spare parts, item movements, adjustments, and valuations to ensure accuracy and compliance.
- Submitted required reports to: SAMA, External Audit and replied to ZATCA when in need.

11/2013 to 11/2016

Finance Manager.

Zamil Offshore - Jeddah, Saudi Arabia

Company Activity : Marin, Ship Service and Ship manufacturing.

- In collaboration with cost accountant: we Rebuilt the costing framework for shipbuilding and shipyard operations to ensure a better accurate costing system (better cost classifications) to give a better costing report.
- Led Finance team of 5 members to manage accounts, preparing monthly P&L, Ensuring the completion of monthly closing as IFRS for accounts & for reporting.
- Established a monthly reporting structure with individual income statements for each business line. Applied Activity-Based Costing (ABC) and contractual cost capitalization rules to accurately allocate shipyard overheads, enabling management to identify profitable activities and improve cost control.
- Owned the annual budgeting process in partnership with Business Development. Delivered accurate P&L, Cash Flow, and Fixed Assets CAPEX budgets for a SAR 40 million in turnover business with 180 direct employees, ensuring alignment with operational plans and financial goals.
- Customer collection follow-up and Customer account making and setup.
- Led comprehensive monthly variance reporting covering sales volume, mix, margins, and all cost centers. Transformed raw data into actionable executive insights to highlight risks, opportunities, and trends for senior management.
- In collaboration with accounting manager: Oversaw general ledger governance in compliance with GAAP, including advances, accruals, intercompany and head-office/branch cost allocations, banking, employee loans and clearances, customs claims, LC costing, quarterly trial balances for external auditors, and audit confirmations.
- Prepare Feasibility studies, CAPEX and OPEX investment requirements.
- Analyzed profitability trends, Pricing, fixed costs, and product-level margins on a monthly and quarterly basis. Provided data-driven recommendations to leadership, resulting in margin improvement and stronger financial outcomes.
- Checking actual monthly cost analysis by expense category and by job order, benchmarking against budget, leading variance discussions with person in charge.
- Worked on company's assets to ensure compliance with policies and procedures.
- Working with finance consultant for ZATCA regulations and replying to their requirements and filling forms to issue yearly certificates.
- Coordinated marine ship repair and steel construction projects.

07/2002 to 11/2012

Accounting Manager

Abdul Latif Jameel Co. (Toyota Saudi Arabia) - Riyadh, Saudi Arabia

Company Activity : Automative, Retail & Service.

- Directed accounting teams in monitoring daily vehicles billing (Price, discount, other items added).
- Supervised accountants in controlling daily billing in the service (repair) department, ensuring collection discipline, adherence to discount limits.
- Worked in Stock counts (For vehicles & Spare Parts) monthly, quarterly or without prior notice (uncanonically).
- Managed customer credit collections (spare-parts credit sales activity), approving credit-limit extensions based on historical sales performance and average collection periods.
- Calculated and approved monthly obsolete/overage inventory provisions in accordance with policy.
- Oversaw monthly vehicle inventory counts with the general ledger (Value & Count), considering vehicles in transit between centers.
- Oversaw monthly workshop vehicle stocktaking, ensuring system accuracy and confirming that each serviced vehicle was supported by an active job card.
- Issuing monthly & quarterly analytical performance report for sales by vehicle line (model): quantity sold, sales value, gross Profit in total. Comparing actual results Vs target. Also calculating average one unit (revenue, GP & net profit).
- Providing top management of monthly & quarterly analytical performance report for service sales: direct hours sold Vs target, GP % Vs Budget, Percentage of direct expenses to hours sold in value, Average one Hour selling price Vs budget, Average one hour cost of sales Vs budget (normal Hours & Sophisticated hours), Net profit per direct hour Vs budget. Also comparing actual revenue in parts sold internal in workshop Vs its target.
- Preparing Monthly performance report for spare parts sold (actual Vs Budget) in total, & by line, comparing revenues, GP & net profit Vs budget. the comparing for retail revenue and for credit sales vs its budget.
- Reviewing system in calculating internal parts cost of sales issued to service department.
- Produced detailed monthly analytical schedules, including: Fixed asset movement and reconciliation, End-of-service provision movement and closing balances, Inventory provisions and stock reconciliation, Unsettled warranty provisions, Pre-Delivery Inspection (PDI) provisions and Reconciliations with sister companies and the holding entity.
- Recalculating unbilled labor hours cost (WIP) ending of each month as per average total cost for this month adding ending last month cost & D hours to reach one direct hour average cost.
- Reviewed vehicle costing accuracy, month-end closing entries, and sales commission calculations in line with delivery confirmation and company policy.
- Verified monthly payroll registers, ensuring departmental authorization and compliance.
- Reviewed ledger entries to ensure accurate booking, posting, classifications of expenses, and allocation overhead expenses across business activities. Including reviewing accruals of commission as per same month performance, accruals of utility, payroll, other cost in workshop. And monthly prepayments amortization.
- Reviewing ledger balance on each month to ensure proper adjusting if need like recalculating actual expenses vs accrued, ensuring of bank reconciliation and follow up pending with bank, also for critical pending values like advance to vendors.
- Each next month review vehicles' stock in transit (GL) to ensure actual control un unreceived vehicles and matching this transaction with intra company and matching with stock in physical. And doing Same procedure in spare parts.

07/1998 to 10/2001

Accountant

Al-Fozan Electrical Materials Co. - Al-Khobar, Saudi Arabia

Company Activity : FMCG & Retail.

- Managed vendor accounting activities, reconciling statements of account and preparing vendor payments aligned with contractual terms and company policy to ensure timely and accurate financial transactions.
- Reviewed and controlled petty cash usage, ensuring compliance with internal policies and expense authorization limits to maintain financial integrity.
- Prepared and classified petty cash expenses by cost type, ensuring accurate posting in the Orion system following final approvals.
- Processing incoming invoices (Billing).
- Conducted monthly inventory counts on a sample basis, investigating variances and coordinating adjustments to maintain accurate inventory records.

02/1994 to 06/1998

Accountant

Al-Hilal Copy Books Factory - Amman, Jordan

Company Activity : Manufacturing & Retail.

- Booking journals for all transactions on daily basis (as there were no ERP nor Excel on that period).
- Billing to customers, Booking vendors' invoices, reconciliation with bank, with customers & with vendors.
- Working with custom authority in exporting to State of Irac to mitigate the burden of customs' cost.
- Managed vendor accounting operations, reconciling statements of account and preparing vendor payments to ensure compliance with contractual terms and company policies.
- Prepared, classified, and posted petty cash transactions by expense category in the Orion system, ensuring accuracy and proper authorization.
- Reviewed and controlled petty cash utilization, enforcing internal controls and adherence to policies and expense approval limits.
- Performed monthly sample-based inventory counts, analyzed variances, and coordinated corrective adjustments to maintain compliance with inventory control procedures.

SKILLS

ERP systems	AS400
SAP S4-Hana	Team leadership
Odoo v16	Problem solving
Microsoft Dynamics AX	Decision making
Excel (Advanced)	Internal controls
Oracle 9iAS	Balance sheet reconciliation
PowerPoint	Budget development

EDUCATION

01/2010 **Certified Managerial Accountant**
institute of management accountants - Montvale, New Jersey, USA
GPA: GPA Equivalent of Very Good

01/2007 **Master Of Accounting**
Columbus University - Columbus, Georgia
GPA: GPA Equivalent of Very Good

01/1994 **Bachelor OF Accounting**
University of Jordan - Amman, Jordan GPA: GPA Equivalent of Very Good

CERTIFICATION

CMA, ICMA (Institute of Certified Managerial Accountant)

LANGUAGES

Arabic: Fluent. **English:** Advanced

CURSES

- VAT Compliance and Application, 2017-12-01
- Communication Skills for Professionals, ALLIANCE Training Firm
- Zakat Rules and Calculations, online professional course
- IFRS Applications, Online training covering IFRS for leases and financial statement preparation
- Budgeting Expert Using Excel, Udemy
- CPA Track Training, Financial Accounting & Reporting, Auditing

REFERENCES

- Mr. Mohammed Samhan (Director in Abdullatif Jamil) : 0505522605