



BAIG YUSUF CHOTEJAN CHARTERED ACCOUNTANT

- Visionary, strategist & achiever with extensive experience in **Strategic Finance / Financial Control functions.**
- Consistent record of delivering results in **transformation, growth, revenue, operational performance & profitability**, thereby accomplishing organizational goals & objectives.
- **ACCA-IFRS/CA/FCA /B.COM with+17 years of Post Qualification experience in India, Iran, Middle East and Africa.**

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Profile Summary:

- Strategic leader offering **over 26 years** of experience in **Financial Controllershship** and improving & executing strategies & processes and accomplishing corporate goals and profitability for the company
- Custodian of financial planning & analysis, internal / regulatory reporting, accounting, receivables & payables, finalization / consolidation of accounts (Balance Sheet / P&L), budgeting & forecasting - leading to long-term improvements in cost saving, profitability & productivity
- Financial Transformation Specialist; steered processes improvement projects, reengineered existing process, curbed tasks involved/made process lean, resulting in significant savings in man hours/overall cost.
- Maximizing financial performance and presented acumen in driving growth, generating revenues & capture market share, improving profits and enhancing performance of teams
- Successfully reduced Rental Cost **to the extent of QR 5 to 10 mn per annum in Al Baker Group.**
- Led Financial Transformation and steering large organizations towards optimum efficiency & financial stability while formulating operational & financial strategies to accomplishing or achieve organizational goals & objectives.
- Successfully reviewed and enhanced all financial procedures and internal controls, automated financial information systems and prepared financial forecasts with coordinated budget projections
- Educated and directed department managers in meeting budget and other financial goals
- Created an International financial reporting structure and controls system and ensured audit completion including timely filings and ensured that audit recommendations are implemented
- Directed the implementation of best practices in the acquisition due diligence, modelling, integration and accounting processes Capable of formulating long-range plans, implementing the regulatory changes, building relationships with the financial community using wide degree of creativity and latitude
- Team-based management style coupled with the zeal to drive visions into reality



Core Competencies

Strategic Finance
Financial Control
Accounting
Financial Reporting
Finance Transformation
Transition
Financial Planning & Analysis
SLA
Audit
Financial Control
Statutory Reporting
Stakeholder Management



Academic Details

- Chartered Accountant from The Institute of Chartered Accountants of India in 2004
- Bachelor of Commerce from Mumbai University in 1996
- **Additional Courses & Training:**
- General Management & Communication Skills from ICAI in 2004
- SAUDI TAX/ZAKAT & Withholding Tax Conducted by KPMG Jeddah/Riyadh KSA in 2015
- Annual Trade Seminar By Saudi Hollandi Bank, Trade Finance SHB Riyadh KSA in 2014



Work Experience

Since 2019 SNS Group, as Group CFO – UAE/India /Angola/China DRC-CONGO KINSHASA Manufacturer of Pharmaceutical Products, FMCG Products, Trading, REAL Estate /Construction and Chain of Retail/Wholes Distribution Business, Chain of Super/Hyper Markets, Chain of Fast Food Restaurants, Industrial Manufacturing.



IT Skills Set

- Brain Power/SAP /Oracle JD-Edward, Oracle based E-Business Suite ERP 11i/FOCUS(I),READYSOFT- Ready-mix
- ERP Microsoft Business Solution Navision ERP (Dynamic-NAV& AXAPTA), in Retail/Mfg. Co., Axpert/I- Retail
- MS Office, Visio& Accounting Software Tally ERP 9 & Shipping accounting package-AFSYS
- Edoc, Moody's Risk Analyst Internal Rating Model (Credit & Risk Rating Software) in Banking

Diversified Industries Experience Summary

- 10 years in Manufacturing Industries- Building Materials, Garments, Auto pack Machines & F&B. & FMCG Items.
- 8 Years in Retail Pharmacy /FMCG /Pharma Trading /Real Estate & Construction
- 5 years in Retail Fashion Men's Wears /Pharmacies/Polyclinics, Hospitals & Hotels
- 8 years in Shipping /Logistics, Transportation, Freight forwarding & Service Industries
- 9 years in Auditing (Bank & Listed Cos Audit) /Taxation and Service Industries
- 3 years in Investment Banking /Pvt. Equity Investment Industries



Soft Skills



World Experience

- India
- Iran and Far East
- Middle East—Saudi Arabia- Riyadh, Jeddah, Damam & Al Khobar –
- Dubai UAE, Qatar, Oman, Kuwait, Bahrain
- Central Africa DRC Congo Kinshasa

Key Result Areas:

- Enhancing financial processes through initiatives geared towards lowering risk, heightening productivity & improving internal control; extensive knowledge of modern accounting/cost control systems, standards & statutory compliances
- Conducting new & existing investments business appraisal study and evaluation of new investments
- Merit of recommending new business ideas and formulating SOP & KPI, Policies and Procedure
- Working on financial reporting, budgeting and Treasury control
- Preparing & reviewing financial & management reports like cost & benefit analysis, productivity analysis and cost variance analysis; created and reviewed business plans and financial models
- Steering overall accounting operations and audit for the organization including collections, purchase, contract compliance, receivables, deposits, disbursements, payroll, fixed assets and inventory
- Preparing budgets, forecasts, and financial statements on a monthly, quarterly, and annual basis
- Controlling cash flow, approved payments, spoke with bank representatives about credits, credit lines, overdrafts, and other finance related activities and had general control over a budget of INR XXX Crores / US\$ XXX Million
- Ensuring the finalization of financial statements including notes to accounts, board memos, regulatory forms
- Conducting quarterly detailed analysis of financial statements and presenting detailed commentary to various stakeholders on the quarterly movements
- Executing quarterly forecast sheets & annual business planning process with transparency
- Managing the regular and accurate MI and KPI reporting within agreed timescales
- Resolving issues associated with the output/deliverables
- Attaining all SLA and day to day operations of the team and adhering to the process timelines and quality parameters

Highlights:

- Saved Thousand annually through a payroll system conversion
- Achieved annual saving in the accounting department budget by rearranging workloads and removing unproductive personnel
- Streamlined the billing cycle through automation and reduced the accounts receivable
- 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



Previous Experience

2017—Mar-2019-SNS/Dubai Walls Construction-----UAE Dubai Financial controller

2015-2017 Al Baker Group, Pharmaceutical & FMCG/Commodities. Qatar as FD.

Jan'14-Jul'15 Saudi Innova Health Care Group Pharmaceutical/FMCG -(Saudi Arabia Riyadh) as Financial Controller.

Aug'11-Dec'13 Saudi Conmix Ltd Co. Building Material Manufacturing Bukhatir Group (UAE--Saudi Arabia Jeddah) as Finance Controller.

Aug'08-Jul'11 Emirates Islamic Bank (UAE) ENBD as Sr. Financial/ Credit Analysis-Syndication Manager.

Sep'06-Jul'08 Paris Group International Men's Wear Manufacturing. & Chain of Retails Outlets----- Worked as Internal Audit Manager, U.A.E.

2005-2006 Sharaf Shipping Dubai--UAE Iran as Financial Controller

2003-2005 Prachi Pharma for Pharmaceutical Products India as Financial Controller

2001-2002 Nasa the Clothing Manufacturer of Menswear India as Financial Controller

Jan'93-Dec'00 Hingora & Co. Chartered Accountants Mumbai Work as Senior Auditor,

Personal Details: Date of Birth: 21st December, 1971

Languages Known: French, English, Arabic Urdu, Hindi, Farsi

Passport No.: Z1980140--Date of Issue: 07-04-2015 & Date of Expiry : 06-04-2025

Driving License: Qatar, KSA & Africa & India Driving License

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