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| |  |  |  | | --- | --- | --- | |  |  | **Bashier** **Elhafy**  Chief Financial Officer |  |  |  |  |  | | --- | --- | --- | --- | |  | **Professional Summary**   |  |  | | --- | --- | |  | ****W****orked for different sectors, Government, Listed, Holding and private groups with a solid record of successful achievements. Certified by major US professional boards in addition to master degree in international finance. Being in senior management level member since 2008 faced different challenges and provided astonishing business and financial solutions. Helped companies to reform its business model, increase profitability and strength its internal controls. Specialized in process re-engineering, business valuation and setup new businesses. Using the wide knowledge of forecasting and business opportunity evaluation.  Lead Different ERP's systems implantation, including: Odoo , Oracle , SAP and Dynamics .Perfect knowledge of new Financial Trends: Fintech, Ecommerce, Digital Transformation and Cryptocurrencies Markets Analyst.  Results-oriented CFO uses advanced skills gained through training and experience to build customer base and increases revenue. Trusted resource to foster client relationships and help advisors manage and grow business. Adapts to rapidly changing business and technology environment. | |  |  |  |  |  | | --- | --- | --- | --- | |  | **Nationality**   |  |  | | --- | --- | |  | Dominica  Palestine | |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | |  | **Work History**   |  |  | | --- | --- | | 2022-06 - Current | Chief Financial Officer  Nabina Holding, Doha   * Oversaw deployment of strategic business plans to accomplish accounting, compliance and revenue targets. * Initiated back-and-forth communication to negotiate and approve contracts and agreements. * Tracked cash flow and financial planning to analyze company's financial strengths and weaknesses and propose strategic directions. * Oversaw accounts payable and receivable to track income and expenditures, drive statutory compliance and provide quantitative financial information. * Analyzed inventory strategy, reduced expenses and renegotiated contracts with vendors to increase profit margin. * Developed and oversaw yearly budgets and capital structure of company to determine best mix of debt, equity and internal financing. * Managed and led direct reports to handle controllership, treasury and corporate finance functions. * Implemented cost reduction initiatives and process improvements to optimize efficiency and productivity. * Improved cash flow, retired debt and built cash reserves to control costs and enhance benefits. * Developed future financial plans to inform critical decision-making related to spending cuts, rightsizing labor force and timing planned business investments. * Assessed company resources to keep business funded and nurture relationships with investors, lenders and key partners. * Created and deployed initiatives to outperform revenue targets and increase company value. * Conducted detailed analysis of company financial information to drive internal and external financial reporting, stewardship of company assets and ownership of cash management. * Set and monitored effective financial policies to analyze company financial strengths and weaknesses and propose corrective actions. * Prepared accurate financial statements at end of quarter to summarize financial health and performance of business. * Worked closely with audit team to hedge against or mitigate operational risks. * Authored, evaluated and reviewed reports to highlight company financials to key stakeholders. * Completed in-depth analyses of risks to control company profile, enhance systems and track legal concerns * Oversaw deployment of strategic business plans to accomplish accounting, compliance and revenue targets * Directed budget development, budgetary controls and recordkeeping to make informed financial decisions * Authored, evaluated and reviewed reports to highlight company financials to key stakeholders * Devised systems to monitor, evaluate and track operational achievements * Emulated activist investors to generate return on invested capital * Prepared accurate financial statements at end of quarter to summarize financial health and performance of business |  |  |  | | --- | --- | | 2020-01 - 2022-04 | Financial and Business Advisor , (Finance Manager)  Foodak, Doha   * Orchestrated client-centered financial packages factoring in current market trends. * Collected data and developed detailed spreadsheets to identify trends and create revenue, profitability and expense forecasts. * Evaluated investment potential of companies with thorough assessments of historical data, operational activities and future objectives. * Promoted successful investment plans with well-organized and smooth presentations. * Provided strategic planning advice and financial oversight for corporate stakeholders. * Business valuation Internal controls and internal audit Financial reporting * Startups advisory * Management reporting * Feasibility studies and forecasts * Merger and acquisitions * Investments Management * Loss Prevention * Financial Restructuring * Recommended initiatives to improve performance and maximize return on sales incentives |  |  |  | | --- | --- | | 2020-10 - 2022-02 | Financial Advisor,(Finance Manager)  SKIPCASH (FinTech), Doha   * Recommended initiatives to improve performance and maximize return on sales incentives. * Capitalized on strategic business partnerships to foster new market penetration. * Introduced new methods, practices and systems to reduce turnaround time. * Implemented process improvement to shape organizational culture, optimize procedures for higher efficiency and help company evolve and grow. * Orchestrated client-centered financial packages factoring in current market trends. * Collected data and developed detailed spreadsheets to identify trends and create revenue, profitability and expense forecasts. * Evaluated investment potential of companies with thorough assessments of historical data, operational activities and future objectives. * Promoted successful investment plans with well-organized and smooth presentations. * Provided strategic planning advice and financial oversight for corporate stakeholders. * Business valuation Internal controls and internal audit Financial reporting * Startups advisory * Management reporting * Feasibility studies and forecasts * Merger and acquisitions * Investments Management * Loss Prevention * Financial Restructuring * Performed due diligence and valuation processes. |  |  |  | | --- | --- | | 2017-10 - 2019-01 | GROUP CFO  RETAJ GROUP, Doha   * Lead funds raising activities. * Prepare consolidated master budget. * Review and discuss subsidiaries budgets. * Present and discuss financials and budget with board of directors. * Lead Oracle ERP implementation across group. * Provide proper decision-making tools using financial analysis and techniques * Lead external audits. * Member in investments committee * Provide a periodic training for subordinates. * Set financial targets for business unit's managers. * Create informative business performance KPIs. * Lead management's monthly financial meeting. * Establish and monitor internal controls system. * Prepare business plans and financial strategy. * Innovate new investments opportunities. * Continuous risk assessment. * Prepare market researches and competitor's analysis. * Maintain business relations with regulation bodies * Financial study of new investments * Lead Mergers and Acquisitions * Subsidiaries restructuring * Business Negotiations * Mergers and acquisitions * Review Local and overseas Investments * Managed team of employees, overseeing hiring, training and professional growth of employees. |  |  |  | | --- | --- | | 2017-02 - 2017-07 | GROUP CFO  ALQAMRA HOLDING GROUP, Doha   * Prepare consolidated master budget. * Review and discuss subsidiaries budgets. * Present and discuss financials and budget with board of directors. * Lead SAP ERP implementation across group. * Provide proper decision-making tools using financial analysis and techniques * Lead external audits. * Provide a periodic training for subordinates. * Set financial targets for business unit's managers. * Create informative KPIs for business performance. * Lead management's monthly financial meeting. * Establish and monitor internal controls system. * Prepare business plans and financial strategy. * Innovate new investments opportunities. * Continuous risk assessment. * Prepare market researches and competitor's analysis. * Maintain business relations with regulation bodies * Financial study of new investments. |  |  |  | | --- | --- | | 2011-09 - 2017-01 | GROUP FINANCE MANAGER  TAALUM GROUP (GSSG), Doha   * Prepare consolidated master budget. * Review and discuss subsidiaries budgets. * Present and discuss financials and budget with board of directors. * Lead 2 ERPs implementation across group. * Provide proper decision-making tools using financial analysis and techniques * Lead external audits. * Provide a periodic training for subordinates. * Set financial targets for business unit's managers. * Create informative KPIs for business performance. * Lead management's monthly financial meeting. * Establish and monitor internal controls system. * Prepare business plans and financial strategy. * Innovate new investments opportunities. * Continuous risk assessment. * Prepare market researches and competitor's analysis. * Maintain business relations with regulation bodies. * Managed investments to diversify financial portfolios and grow revenue. * Developed corporate investment strategies to drive growth and security. * Researched and facilitated software integration to streamline accounting and financial processes. |  |  |  | | --- | --- | | 2009-01 - 2011-01 | FINANCIAL CONTROLLER  EZDAN HOTELS AND SUITES, Doha   * Managing three major departments (Accounts, IT & Procurements) * Direct budget and cost controls. * Financial analysis, accounting practices and reports. * Analyzes and interprets financial data and recommends changes to improve systems and financial performance. * Maintain, analyze and summarize general ledger accounts, * Prepare or supervise preparation of financial statements and annual budget * Coordinate year end audits * Presents financial information to senior management and/or Board of Directors * Work on special projects as needed. * Maintains vendor and customer relations. * Develops chart of accounts. * Head of tender committee * Create and maintain IC system * Member in ERP implementation committee. |  |  |  | | --- | --- | | 2008-05 - 2009-05 | HEAD PROJECTS ACCOUNTING  EZDAN REAL ESTATE COMPANY Q.S.C, Doha   * Create and maintain IC system * Member in ERP implementation committee * Super user of Oracle Financial R12 * Prepare, track & discuss projects budget * Review payments certificates and approve it. * Review all projects contracts, and suggest necessary adjustments. * Prepare project's budget and cash flow for financing arrangements. * Create financials models for projects analysis using different techniques: DCF / BEP / IRR / NPV / Payback Period * Coordinate and participate in structuring REIT Funds. * Coordinate and participate in investment properties evaluation. * Prepare Project's management reports. * Review Insurance Policies. * Participate in Creating Policies & Procedures For Finance & HR. * Supervise Trading & Contracting Subsidiary - (EZDAN Trading & Contracting Company) |  |  |  | | --- | --- | | 2006-01 - 2008-01 | PROJECTS ACCOUNTANT  UNITED DEVELOPMENT COMPANY, Doha   * Manage payables and projects costing. * Review and reconcile projects progress Vs * Payments * Reconcile all bank's accounts * Prepare Closing Reports. * Prepare monthly accruals and Provisions. * Monitor budgeted expenses. * Finance business analyst and Oracle financials super user for all modules (A/P, A/R,F/A, CM and GL). |  |  |  | | --- | --- | | 2000-02 - 2006-05 | ACCOUNTANT  HAMAD MEDICAL CORPORATION, Doha, Washington, London, Bonn, Doha   * Cash management and bank reconciliation. * Review & settlement medical offices expenses. * Review & Settlement patient's treatment and travel expenses * Reconcile accounts with ministry of finance * Bookkeeping for all revenues and expenses. * Review, discuss and monitor overseas medical offices annual budget * Prepare performance variation report and discuss with management * Negotiate health insurance coverage for overseas patients. * Reconcile insurance claims. * Track and enhance revenue cycle. * Used relevant financial technology to generate reports and recommended courses of action to upper management. * Reviewed financial reports and streamlined operations to increase productivity and company profits. * Solved financial problems with use of diverse analytical and modeling techniques. * Gathered financial information, prepared documents and closed books. | |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | |  | **Education**   |  |  | | --- | --- | | 2018-10 - 2020-12 | Certified Valuation Analyst (CVA): Financial Planning And Services  National Association of Certified Valuators - USA  License No. ****1017387****   * Business Valuation * Growing Value * Litigation Consulting * Financial Forensics |  |  |  | | --- | --- | | 2013-01 - 2013-12 | Chartered Management Consultant (ChMC): Management Consultancy  Chartered Institute of Management Consultants - USA  License No. ****2313****   * Leading Innovation in the Global Organization * Financial Accounting * Finance and Value Creation * Data Analysis for Business Decisions * Organizational Strategy * Entrepreneurial Strategy * Project Planning, Management, and Financial Control |  |  |  | | --- | --- | | 2010-03 - 2012-12 | Certified Management Accountant (CMA): Management Accounting  IMA - USA  License No. ****38151****   * External Financial Reporting * Decisions Planning, Budgeting, and Forecasting * Performance Management * Cost Management * Internal Controls * Financial Statement Analysis * Corporate Finance * Decision Analysis * Risk Management * Investment Decisions * Professional Ethics |  |  |  | | --- | --- | | 2009-01 - 2009-12 | Certified Financial Consultant  (CFC): Financial Analysis  The Institute of Financial Consultants (IFC) - USA  License No. ****13017****   * Financial Accounting and Analysis * Managerial Accounting and Analysis * Corporate Finance |  |  |  | | --- | --- | | 2008-04 - 2008-12 | Associate of Applied Science: Business Consultancy  The Institute of Certified Business Consultants - USA  License No. ****2088****   * Business Environment * Fundamentals of Administrative Management * HR Management * Performance Management * Managing Finances * Resource Management * Time, Stress & Crisis Management * Team Management * Effective Marketing * Customer Relations * Business Communication & Report Writing * Risk Management * Starting a Business |  |  |  | | --- | --- | | 2006-01 - 2008-12 | Master of Science: International Finance  Washington International University (WIU) - USA   * Understanding the banking system * Evaluate investment decisions * Money and capital markets * Measure risks and rate of return * value stocks, bonds and options * Market efficiency * Mutual funds Tax advantage |  |  |  | | --- | --- | | 1994-09 - 1998-09 | Bachelor of Science: Finance & Banking  Applied Science University (ASU) - Jordan | |  |  |  |  |  | | --- | --- | --- | --- | |  | **Additional Information**   |  |  | | --- | --- | |  | ****MAIN PROJECTS****  QATAR I UAE I KSA I TURKEY I GEORGIA I BOSNIA I ITALY I SPAIN I MURITANIA I COMOROS I THAILAND I MALAYSIA  ****EDUCATION MANAGEMENT****   * ALMAHA ACADEMY * ALJAZEERA ACADEMY * NEW HORIZONS CENTER * BRIGHTON SCHOOLS * ROYAL GRAMMERS SCHOOL   ****HOTELS AND REAL ESTATE****   * THE PEARL ISLAND * EZDAN HOTELS AND SUITS * EZDAN MALL * RETAJ ALRAYYAN * MOZOON TOWERS * VICHY RESORT & SPA * REGENT THAILAND * SPANGA RESORT TURKEY   ****AGRICULTURE AND LIVE STOCK****   * UM GHULAINA FARM, QATAR * POULTRY FARMS, UKRAINE * GREEN HOUSES, SPAIN * DOHA SHEEP, QATAR * FISH FARMS, QATAR   ****INSURANCE****   * HAZAR JSC, TURKMENISTAN   ****FRANCHISES****   * PAGANI CARS, ITALY * ARABICA CAFÉ, USA * HER HIGHNESS SPA, UAE   ****INFORMATION TECH****   * BARMAGIAH * SUFFIX * LIST AND SEEK   ****MANUFACTUTRE****   * ZERO WASTE PLAN, QATAR * TYRES RECYCLING, QATAR * QATAR LUBRICANTS, QATAR * SOLASS ALUMINUIM AND GLASS * KIMYA, TURKEY   ****FINTECH & E-COMMERCE****   * SKIPCASH * FOODAK   ****FINANCIAL MARKETS****  CRYPTO CURRENCIES TECHNICAL | | |  | |  |  | | --- | --- | |  | **Contact**  Address  Doha,13242  Phone  +974-55855314  E-mail  basheer.alhafi@gmail.com  Twitter  @balhafi  LinkedIn  BashierAElhafy  WWW  https://zety.com/profile/83f4-220507050343/757 |  |  |  | | --- | --- | |  | **Skills**  Advanced Financial Analysis    Excellent  Financial Accounting    Excellent  Budgeting and Forecasting    Excellent  Financial Strategy    Excellent  Financial Planning    Excellent  Leadership    Excellent  Business Analysis    Excellent  Financial Modeling    Excellent  ERP Implementation    Excellent  Audit and Internal Controls    Excellent  Investments Management    Excellent  Business Valuation    Excellent  Performance Evaluation    Excellent  Mergers and Acquisition    Excellent  Fund Rising    Excellent  Crypto Assets Trading    Excellent  Startups and Fintech    Excellent  Quantitative analysis    Excellent |  |  |  | | --- | --- | |  | **Software**  Oracle    Excellent  Dynamics    Excellent  SAP    Excellent  Odoo    Excellent  SUN    Excellent  Opera    Excellent |  |  |  | | --- | --- | |  | **Languages**  English    Excellent  Arabic    Excellent | |

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