

MUHAMMAD NAUMAN IQBAL



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SENIOR BUSINESS ANALYST PROFESSIONAL

16+ years' rich experience in delivering optimal results & business value in high-growth environments in the areas of **Petrochemicals & Banking Industries.**

PROFILE SUMMARY

- Prepare accurate and timely daily reports of Daily Market Summary (DMC) and Feedstock and contribution market report (FCMR) for management review.
- Prepare Natpet weekly Netback for PP and Marketing insights report for all regions for management review.
- Prepare all the grades of PP monthly Netback (Chairman report, and freight vs budget) report for management review.
- Update Natpet distribution cost to all sales orders.
- Review all the price rating agencies (ICIS, Argus, Platts) reports and update the highlights for management on regular intervals.
- Prepare price forecasting for all Sipchem products on a weekly basis for management review.
- Responsible for preparing monthly & Quarterly reporting for market review and outlook for management.
- Issuing Marketing awareness flashes for better business decisions.
- Prepare weekly and monthly marketing highlights for Acetic Acid, VAM and Ethyl estate.
- Prepare monthly chemical spot tracker report and validate Netback Forecast for all products.
- Participating in preparing marketing information for the corporate performance review and investor relations department.
- Monitoring marketing email and identifying potential leads to our sales departments.
- Did in-depth analysis for caustic soda, EDC, PVC and NMP in 2021 for management review.
- Attending weekly sales and Operations meetings and giving updates of SMI feedback about markets.
- Reviewing consumers and competitors' trade data using Global wits & Comtrade to support business decisions
- Consolidate all Sales and Marketing department OPEX budget for 2021.
- Prepare Finance Reports for R&D MANAR, SMC & BD periodically.
- Conduct GL reconciliation of cost centers of R&D, SMC on periodic intervals and identify Gaps.
- Successfully completed Banking Internal, external annual Audit and Compliance review from 2006 till 2015 July
- Conduct Financial Modeling, Variance Analysis, Pricing and reporting with the stakeholders.
- Prepare accurate and timely finance reports for R&D MANAR, SMC & BD on monthly intervals as per IFRS standards.
- Evaluate financial performance by comparing and analyzing actual results with plans and forecasts.

CORE SKILLS/COMPETENCIES

· Budgeting and forecasting · Planning and monitoring · Financial Modeling · Variance Analysis · Pricing and reporting · Internal Audit · Compliance Management · Accounts Reconciliation · Process Improvement · Clients Relationship · Team Management · Training & Development ☑ Risk Management ☑ Microsoft PowerPoint · Financial Statements · Data Analysis · Business Analysis ☑ Procurement.

PROFESSIONAL EXPERIENCE

NATIONAL PETROCHEMICAL INDUSTRIAL COMPANY

Since August-2022

Senior Marketing Analyst Supervisor- Marketing & Sales

- Prepare accurate and timely daily reports of Daily Market Summary (DMC) and Feedstock and contribution market report (FCMR) for management review.
- Prepare Natpet weekly Netback for PP and Marketing insights report for all regions for management review.
- Prepare all the grades of PP monthly Netback (Chairman report, and freight vs budget) report for management review.
- Update Natpet distribution cost to all sales orders.
- Review all the price rating agencies (ICIS, Argus, Platts) reports and update the highlights for management on regular intervals.



SAHARA INTERNATIONAL PETROCHEMICAL COMPANY

April-2021-July-2022

Senior Business Analyst- Strategy Marketing & Intelligence

- Prepare price forecasting for all sipchem products on a weekly basis for management review.
- Responsible for preparing monthly & Quarterly reporting for market review and outlook for management.
- Issuing Marketing awareness flashes for better business decisions.
- Prepare weekly and monthly marketing highlights for Acetic Acid, VAM and Ethyl estate.
- Prepare monthly chemical spot tracker report and validate Netback Forecast for all products.
- Participating in preparing marketing information for the corporate performance review and investor relations department.
- Creating PR, posting SES and following up for all the payments with the concerned departments.
- Monitoring marketing email and identifying potential leads to our sales departments.
- Did in depth analysis for caustic soda, EDC, PVC and NMP in 2021 for management review.
- Attending weekly sales and Operations meetings and giving updated SMI feedback about markets.
- Reviewing consumers and competitors' trade data using Global wits & Comtrade to support business decisions.

SAHARA INTERNATIONAL PETROCHEMICAL COMPANY

August 2015-March-2021

Senior Business Analyst-Service Planning R&D

- Develop and monitor data quality metrics and ensure business data reporting needs are met.
- Creating a detailed business analysis, outlining problems, opportunities and solutions for a business
- Controlling budgeting and forecasting, monitoring of Cost Centers with GL accounts.
- Drive the efforts for yearly planning/budget of Research and Development Cost Centers.
- Prepare accurate and timely cost centers reports for R&D MANAR, SMC & BD on monthly intervals as per IFRS standards.
- Evaluate financial performance by comparing and analyzing actual results with plans and forecasts.
- Supporting in the capital budgeting and expenditure planning processes.
- Procure and monitor all the material required by the researchers through SAP MM Module.
- Record and reconcile funding module of the Affiliates payment plans to R&D.

SONERI BANK LIMITED

Jun 2012 to July 2015

Branch Operations Manager - Karachi Stock Exchange Branch

- Shoulder the responsibility of monitoring all the NCCPL settlements, CDC shares releases, RTGS and all other treasury and credit related transactions
- Develop and implement plans for smooth operations of all the departments related to general banking activities
- Pioneer in identifying any potential risk related to business operations and providing solutions to superiors/bank management
- Regulate timely submission of periodic reports to SBP, Head Office and other points
- Meticulously ensure processing of all inward and outward cheques for clearing as per policies and procedures
- Instrumental in ensuring that all cash payments and receipts meet service standards and are within the TAT
- Accountable for receiving and processing customer requests relating to the remittances through pay order/demand draft, TT, & speed cash now activities & check applications for correctness and completeness
- Draw up plans to ensure that all day end vouchers and reports are checked, balanced and filed

NIB BANK LIMITED

Mar 2009 to May 2012

Branch Operations Manager - Gulshan-e-Iqbal Branch (Jan 2011 to May 2012)**Branch Operations Manager - Shershah Branch (Mar 2009 to Jan 2011)**

- Accomplished responsibility of providing excellent customer services and value addition to services in the areas of customer services to retain customers efficiently
- Adroitly processed approved instrument and TT advice, forwarded TT advice to concerned bank, handed over instrument/ receipt TT to customer and obtained acknowledgement
- Reviewed existing systems & procedures and designed internal controls/quality audit checks for various operational areas for achieving higher operational efficiency, resource rationalization and cost reduction
- Established and maintained close relationships with bank executives, auditors & other Govt. departments ensuring compliance with all regulatory bodies

Branch Operations Manager



- Proficiently carried out request to cancel a remittance, received instrument, checked security features and books of accounts to ensure genuineness, obtained approval from superior and arranged for encashment according to the policy and procedures
- Drawn attention of the senior management to all the issues raised in daily routine of working through which all the administrative, customer related, staff related issues were resolved in provided turnaround time
- Spearheaded efforts across managing back-office operations and achieved individual & group targets while guiding team on functional and technical aspects

EDUCATIONAL CREDENTIALS

M.B.A. (Finance), 2004

Hamdard University

B.Com., 2002

Govt. Premier College

Date of Birth: 12th Oct 1979

References: Available on Request