



## **ALI WAJID**

**CERTIFIED PUBLIC ACCOUNTANT, ASSOCIATE CHARTERED BANKER,  
MASTERS IN ECONOMICS, FINALIST CHARTERED ACCOUNTANT**

**+966590101856, +971566491617, +96892208479  
Dubai, United Arab Emirates**

### **PROFESSIONAL SUMMARY**

I started my professional career in October 2001 as CA Trainee at QCR listed mid-sized CA firm, then I joined a listed General Insurance Co. as Chief Internal Auditor for sometime. Afterwards I a leading, well reputed commercial bank in Pakistan as AVP/ Area Credit Head Central for 06 years. In 2012 we relocated to GCC, I served various Corporate groups as a Financial Controller or a Group Chief Financial Officer.

### **MAJOR ACHIEVEMENTS:**

- Rescheduling and Restructuring of Loan size of USD 150.M as a part of business revival strategy.
- Arrangement of fund based and non-fund-based facilities around USD 100.0M for single group.
- Assisted Country Head SME & MM in establishment of specialized SME & MM centers all over Pakistan.
- Product Manager for C4C consumer loan facility.
- Consolidated Financial reporting, financial management, budget finalization, Zakat matters of 13 companies including Food, Cosmetics, Crusher, Marble, Advertising, Hotels, Restaurants, Specialized industrial supplies.
- Financial management of Edible oil refinery Project of value USD 60.0M; Plant capacity 600 metric tons per day and Dairy products manufacturing factory Project of value USD 10.0M; Plant capacity is 100,000 liters per day and refurbishment of old dairy factory with 20000 liters production per day.
- COSO implementation with PwC team for commercial branch banking group.
- Financial strength rating of two insurance cos. Documentation and liaison with PACRA and JCR VIS.
- Market study of Edible Oil business with PwC.

### **EXPERIENCE:**

- **Director Consulting, Mergers & Acquisitions and Finance  
Four Roads Management Consultancies, UAE 2024 onward**

We are providing assistance to our corporate clients in loan rescheduling and restructuring, debt financing from scheduled banks & Financial Institutions, Pre and Post Mergers & Acquisition financial advice and due diligence, revival of sick units, startups, ERP system implementation in Accounting, Procurement, Human resources and Sales Areas, COSO operational risk evaluation and implementation of effective controls.

- **Acting Finance Manager- Post Acquisition (01 Yr Contract)**  
**Modern Dairy Factory SAOC Oman Nov 2022- Dec 2023**

I assisted the new management in financial due diligence, Pre acquisition liabilities negotiations with suppliers, banks and leasing cos., Monthly and Quarterly Financial reporting and conduct of annual audit, Focus Accounting system implementation and hiring of Accounts department team, Sales real times Route Pro software and Azure Cloud Server implementation by Towell-Take solutions. New Account opening documentation including Board resolution and Mandate letter preparation, Refurbishment of old machinery through authorized vendors, New factory completion project along with the General Manager and Consultant Engineering firm including Bid issuance, documentation and finalization of contractor process completion.

- **Group Chief Financial Officer**  
**Grand Mart Group KSA & Oman Jan 2018- Nov 2022**

I was responsible for consolidation of financial statements of 13 companies at Al Amoudi Holding Company KSA, a partner of Grand Mart group in KSA, and Hanoon Group Oman, financial operations of Grand Mart hypermarkets chain in KSA and Oman, Project financing activities of Edible Oil Refinery and Filling & Packing Factory located in Sohar Industrial area, Oman. Rescheduling and restructuring of loans from banks and leasing companies for vehicles and real estate, Arranging new financial facilities from banks for both project financing and working capital purposes. Budget preparation, taxation, VAT etc.

- **Group Financial Controller**  
**Fawzi Contracting Establishment KSA Sep 2013- Jan 2018**

I was responsible for consolidation of financial reports of Construction, Ready Mix and pre-Caste. The group had investment in EPC contracting company, Futai Arabia Llc, KSA. Further, responsible for projects progress sheet preparation and periodic reporting to management and Lending banks. Arrangement of Capital and working capital finance; both fund based (refinance and bill discounting) and non-fund based (Guarantees and Letter of Credit), Zakat filing budgeting, financial projections preparations, a part of procurement committee, expenses controls etc. Also monitored the downsizing during oil prices recession during 2017.

- **Finance Manager**  
**Life Line Medical Company LLC- Subsidiary Al Fozan KSA May 2012- Sep 2013**

I was looking after accounts & finance and HR & Admin division of the company. Further, preparing annual budgets, two new branches financial budgets preparation and monitoring, credit control and other financial policies preparation and implementation, real time online GP Dynamics system implementation and integration of all branches for inventory, sales and finance better management.

At Mna3 Al Jazeera group level, I was assisting Group CFO in communication with the banks, preparation of financial projections and arrangement of loans from banks. Further, I was responsible for group companies zakat computation and filing.

- **Assistant Vice President/ Area Credit Head Central  
MCB Bank Limited Pakistan Sep 2006- May 2012**

Assisting Country Head Credit and Business Head in review and approval of middle market and SME loans- new loans, renewals, reductions, enhancements. Assisting Country Head SME & Middle Market in establishment of Centralized SME & Mid Market centers, establishing internal controls, credit processing system implementation, Job Description documentation in coordination with operations, Human resource, Information technology and other divisions. Watch list accounts monitoring and ensuring regularization by taking preemptive measures to avoid bad debts or problem loans. Monitoring the recovery efforts for the non-performing loans. Central banks specialized loans management including processing, documentation and liaison with State Bank of Pakistan at bank level under assistance of Country Head Credit. BASEL I,II, III & IV knowledge. UCP knowledge. Part of Products Pricing team for both fund based and non-fund based products. Financial and Operation Coordination for 600 branches. Assisted the Business Head in achieving the Deposits, Advances and Expense control targets. Frauds & forgeries control and instance & periodic reporting to the Central bank(State bank of Pakistan).Coordinate the conduct of commercial branches audit by the Central bank. COSO frame work internal controls assignment with PwC ( A.F. Ferguson firm) for the overall operations of commercial branches. Liaison with NADRA office and implementation of NADRA verisys in all MCB branches and offices and mitigating the fraud risk due to false identity of the customers as well as implementing the KYC/CDD policies in the branches in letter and spirit.

- **Chief Internal Auditor  
Silver Star Insurance Company Limited July 2005- April 2006**

It was a listed insurance company. Day to day internal audit of branches, finance and claim department. Coordination with the External auditors for annual and quarterly audits. In addition to it I was responsible to assist Investment Manager in coordinating with the brokerage firm for the investment in stock exchange. Financial strength rating document preparation and dealing with PACRA and JCRVIS. Preparation of Capital Adequacy and Solvency statements.

- **Audit Supervisor  
Sarwars Chartered Accountants Oct 2001- May 2006**

I completed my CA Articles and performed external audits of various listed, non-listed public and private limited cos., partnerships and sole proprietor businesses, Annual return filing with SECP, Annual Tax returns computation and filing of cos. and directors with Tax authorities, Monthly Sales tax return filing, Financial projections for our clients and provide assistance in debt financing from banks and Fis, Internal audit of various clients. Our major clients were HAIER electronics, United Insurance Group, TOYOTA dealerships in Lahore, Textile groups, Schools, Paper mills, Steel mills etc.

**EDUCATION:**

<u>DEGREE/CERTIFICATE</u> <u>INSTITUTION</u>	<u>MAJOR SUBJECTS</u>	<u>PASSING</u> <u>YEAR</u>
ACPA- institute of Certified Public Accountants of Pakistan	Capital Markets & Financial Planning, Adv. Management Accounting, Adv. Performance Management, Financial Reporting, Auditing & Corporate Laws etc.	2024
ACB/ AIBP- Institute of Chartered Bankers, Scotland & Institute of Bankers Pakistan	Adv. Risk Management, Project Financing, Anti Money Laundering, Banking & Corporate Laws etc.	2011
CA Finalist- Institute of Chartered Accountants of Pakistan	Auditing, Financial Reporting, Taxation, Company Laws etc.	2010
JAIBP- Institute of Bankers Pakistan	Adv. Accounting, Financial Management, Banking Laws, Credit Management etc.	2006
MA Economics- University of the Punjab Lahore Pakistan	Econometrics, Adv. Mathematical Eco., International Eco. & trade etc.	2001
B.Com- University of the Punjab Lahore Pakistan	Adv. Accounting, Taxation, Sales Tax, Cost Accounting, Business Communication etc.	1999

**Lead External Auditors I dealt:**

PwC/ A.F. Ferguson, Deloitte, E & Y, BDO, Crowe, Moore-Stephens.

**Languages:**

Urdu. Hindi, Atabic and English.

**ERP, Accounting systems and Other IT Skills:**

SYMBOLS (Oracle Financial base) in Bank, GP Dynamics in FMCG, Focus in Food Manufacturing and FMCG, Tally, Route Pro sales system, Mirna sales system in Dairy industry, R Programming, Introduction to Python, Block Chain & Crypto currencies., Azure Cloud computing platform.

**Reference:**

- Mr. Farhan Baig Deputy CEO Makarma Bank +92-3008452004
- Mr. Rashid Sarwar, FCA, Principal Sarwars +92-3008456619