

Ali HOTEIT MBA, CPA

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Profile

A team leader and finance professional with a strong commercial focus. Experience in people management, strategic financial planning, management reporting, business partnering, project implementation, financial control, business process consulting, risk management, and investment analysis with a verifiable track record of achievements within the retail and FMCG sector.

Education

- 2018 – 2020 ALLIANCE MANCHESTER BUSINESS SCHOOL, Manchester, UK**
MASTERS OF BUSINESS ADMINISTRATION (MBA) – Full-time Programme
- Awarded Alliance Manchester Business School Scholarship (50%) – Merit (Top 15 amongst 100+)
- 2016 – 2018 U.S. CERTIFIED PUBLIC ACCOUNTANT (CPA), United States**
American Institute of Certified Public Accountants (AICPA)
- 2010 – 2013 LEBANESE AMERICAN UNIVERSITY (LAU), Beirut, Lebanon**
BSc Business Administration, Accounting and Finance

Experience

- Sep 2019 **MBA STRATEGY CONSULTANT, Manchester, United Kingdom**
Feb 2020
- ALFA SYSTEMS** (*Sep 2019 – Feb 2020*)
- Developed a 3-year strategic plan for a publicly listed company with a global reach in Technology. I have worked on optimising revenue opportunities and analysing current client base to increase business within existing channels, as well as working on the human capital aspect of the business by increasing attractiveness and managing the retention rate.
- PROPERTY ALLIANCE GROUP** (*Mar 2019 – Aug 2019*)
- Led a team of 6 in analysing the market of senior living in the UK, a new project for the company. Developed an integrated financial model with an investment opportunity of £200m in Joint Venture and private equity lending. Including CAP rate analysis, project returns (profitability ratios), an operational model to follow, valuations and a cash flow forecast, based on a 10-year analysis.
- FAIR TRAIN UK** (*Sep 2018 – Feb 2019*)
- Worked alongside a team of 5 to understand the student work experience market in the UK. We have conducted a thorough market research and drafted an 5 year strategy to help the business overcome financial difficulties and maintain financial stability by diversifying the product offering of the business.
- Jul 2015 **WEBCOR GROUP, Geneva, Switzerland | Dubai, U.A.E | Luanda, Angola**
Aug 2018 *Sourcing and distribution of commodities and FMCG with a global presence.*
- FINANCIAL CONTROLLER** (*June 2017 – Aug 2018*)
- Worked alongside the CFO group in valuing investment opportunities in Manufacturing and Real estate across multiple M&A deals. Assisted in pre-deal valuations of total deals worth c. \$300mn, and post-deal integration and financial due diligence processes.
 - Managed diverse project teams across the shared services functions, driving collaboration and improving collective team's performance to meet project goals.
 - Worked alongside the accounting team on financial reporting and analysis, drafting group wide annual capital expenditure and operational budget of \$450m, and lead the investors/shareholders quarterly meeting discussions/presentations.
- SENIOR ACCOUNTANT** (*June 2016 – June 2017*)
- Summarised financial status of \$2 billion annual group revenue, by preparing quarterly and monthly consolidation of , balance sheets, profit and loss and cash flow statements across 16 subsidiaries.
 - Assisted the senior team with the preparation of annual budgets and reported variances.
 - Monitored and reviewed the junior team work and suggested ways to improve efficiency.
 - Managed the reconciliations of international internal accounts relating to account receivables and payables across Europe, Asia and the Middle East.
 - Documented business processes and accounting policies to strengthen internal controls.
 - Monitored and reviewed the junior team work and suggested ways to improve efficiency.

TREASURY CONTROLLER (Jul 2015 – June 2016)

- Managed relationships with banks, negotiated local currency borrowings, and evaluated processes of bank service fees, rates and contractual agreements through credit guarantee system, which led to a reduction of finance costs by 25%.
- Developed key stakeholders' relations with local banks, recommending new business opportunities, which resulted in \$2m worth of hard currency monthly allocations while reducing costs by 2%.
- Assisted in developing long and short-term investments through financial instruments (T-bills and other financial assets) to index the national currency at fixed rates to mitigate devaluation risk, with 7% cash returns on local currency and 95% of cash protected from devaluation.
- Prepared and monitored quarterly cash flow forecasts, daily cash requirements, tax positioning, international transfers and monthly reconciliations relating to FMCG activities of the group.
- Established internal procedures to enhance cash flow control and implemented an efficient transaction execution methodology that saved money, reduced financial costs and improved overall cash flow.

Jul 2013
Jul 2015

MONALIZA LTD, Beirut, Lebanon | Luanda, Angola

One of the largest retailers of electronics and technological products in the Middle east and Africa.

FINANCIAL ACCOUNTANT

- Prepared monthly and year-end financial statements using double-entry accounting method and check backs, as well as reconciled and reviewed sales figures, credit receivables and inventory levels.
- Analysed and prepared annual budgets to contain costs and assure compliance with internal controls.
- Led a team in the implementation of financial management system and ensured completion of data transfer.
- Produced timely and accurate financial and progress reports and submitted for consideration during key decision-making procedures.
- Ensured accuracy of financial transactions worth US\$100M and posted entries into specialist software.

Additional Skills

Languages	Arabic (Native); English (fluent); Portuguese (fluent).
IT Skills	MS office masterclass (Excel), SAP, Basic Python, Argus software.
Interests	Fitness enthusiast; body building, and Kickboxing. Actively training and coaching others. Passionate driver and motorsports lover, organised university trip to Abu Dhabi 2012 F1 race. Awarded certification for high level of professionalism at PORSCHE academy in Lebanon.
Other	MBA-Tournament Paris 2019, Gold winner in 4-100m relay, video games, and paintball. Offered Accounting and economics tutoring sessions for university students. Volunteered as part of the Red Cross in Lebanon, youth program, Feb 2011 to Jun 2013.