

ASIM SOHAIL

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PROFESSIONAL AND ACADEMIC EDUCATION

<u>PARTICULARS</u>	<u>YEAR</u>	<u>INSTITUTE / BOARD</u>
CHARTERED ACCOUNTANT <i>(1 PAPER REMAINING)</i>	2020	THE INSTITUTE OF CHARTERED ACCOUNTANTS OF PAKISTAN
CHARTERED ACCOUNTANT –INTERMEDIATE	2006	THE INSTITUTE OF CHARTERED ACCOUNTANTS OF PAKISTAN
HIGHER SECONDARY SCHOOL CERTIFICATE	2001	D.A. DEGREE COLLEGE FOR MEN, KARACHI (BOARD OF INTERMEDIATE EDUCATION, KARACHI)
ORDINARY LEVELS (O' LEVELS)	1999	BEACONHOUSE SCHOOL SYSTEM (UNIVERSITY OF CAMBRIDGE LOCAL EXAMINATIONS SYNDICATE – INTERNATIONAL EXAMINATIONS)

PROFESSIONAL EXPERIENCE

A. B. ENTERPRISES (FAMILY OWNED TRADING BUSINESS) – KARACHI, PAKISTAN SENIOR MANAGER	NOVEMBER 2018 TO DATE
<p>I am currently associated with my family owned trading business as a "Senior Manager". This opportunity has enabled me to pursue my CA final education along with work. We are involved in import and distribution of ball, roller and taper bearings. My major responsibilities include:</p> <ul style="list-style-type: none"> Prepare and implement business plans to maximise the revenue stream and ensure cost-effective operations. Oversee the company's financial performance, dealing with banks and tax matters. Liaison with customers to ensure their requirements are timely fulfilled. Coordinating with vendors to ensure that stocks and services are timely acquired. Monitoring the inventory levels and ensuring they are replenished timely. 	
INTERCOIL INTERNATIONAL Co. LLC & ITS SUBSIDIARIES – DUBAI, U.A.E. GENERAL MANAGER – FINANCE & ACCOUNTS REPORTING TO MANAGING DIRECTOR	JUNE 2018 TO SEPTEMBER 2018
<p>I was working as "General Manager - Finance & Accounts" for Intercoil International Co. LLC – a leading manufacturer of Mattresses, Foam and Furniture in U.A.E. I was directly managing a team of 8 multinational staff reporting directly to me. My responsibilities included Controlling, Accounting, Audit and Reporting matters of the Group Companies. My key responsibilities included:</p> <ul style="list-style-type: none"> Ensuring effective strategic and operational financial planning, compliance, monitoring and reporting to enhance the decision making process of the Senior Management. Ensuring the financial soundness of the Company in the form of prudent cash management, asset and liability management, the handling of business and financial risks. Being responsible for the accounts and reporting, ensuring high and consistent quality of financial information vis-à-vis internal as well as external users of this information. Leading the development of the finance organization making sure the function has a strong business orientation, is pro-active and is highly transparent. 	
BIN HAM ELECTRO MECHANICAL ENT. Co. LLC & ITS SUBSIDIARIES – ABU DHABI, U.A.E. HEAD OF FINANCE REPORTING TO MANAGING DIRECTOR	NOVEMBER 2013 TO JUNE 2018
<p>I was working as "Head of Finance" for Bin Ham Electro Mechanical Ent. Co LLC – a General Contracting and Trading Company in Abu Dhabi, UAE. My responsibilities included:</p> <ul style="list-style-type: none"> Analyse and present financial reports in an accurate and timely manner; clearly communicate monthly and annual financial statements; and oversee all financial and project accounting. Coordinate and lead the annual audit process, liaise with External Auditors and the Board of Directors. Oversee and lead annual budgeting and planning process and review all financial plans and budgets; monitor progress and changes and keep senior leadership team abreast of the organization's financial status. Manage organizational cash flow and forecasting. Implement a robust financial management/ reporting system; ensure that the contract billing and collection schedule is adhered to and that financial data and cash flow are steady and support operational requirements. Update and implement all necessary business policies and accounting practices; improve the finance department's overall policy and procedure manual. Effectively communicate and present the critical financial matters to the Board of Directors. Developing financial management mechanisms that minimise financial risk. Conducting reviews and evaluations for cost-reduction opportunities. Maintain close relationship with the banks and obtaining facilities and financing for the Company's new projects. Supervising, training and monitoring the progress of team members and staff. Understand the impact of Value Added Tax (VAT) on the business and design and implement policies and procedures to comply with the VAT regulations. Keeping abreast of changes in financial regulations and legislation. 	

**UNILEVER PAKISTAN LIMITED – KARACHI, PAKISTAN
ASSISTANT MANAGER - SUPPLY CHAIN FINANCE (3P)
REPORTING TO FACTORY CONTROLLER**

JUNE 2013 TO OCTOBER 2013

I was associated with Unilever Pakistan Limited in the capacity of A.M. Supply Chain Finance (3P). My role in the Supply Chain Finance department encompassed a unique and diversified experience spread across Home and Personal Care, Beverages & Spreads businesses (approx 75% of the company portfolio) in the core accounting areas. The key responsibilities during my role in Supply Chain Finance included:

- Budgeting, forecasting and financial analysis of the raw, packing and finished goods material cost for the aforementioned three businesses of the Company (approx 75% of Company portfolio).
- Monitoring the material costing and coordinating with the material buyers for maintaining the standard prices on a quarterly basis, monitoring the variances against these prices.
- Finalizing Cost of Goods Sold results and preparing forecasts for the upcoming months and collaborating with the business and category finance managers for reporting to region.
- Execution of SAP closing cycles and preparing the monthly results of the factory operating expenses for local reporting to factory controllers, works managers and Supply Chain Directors as well as Regional reporting.
- Analysis of the product costs for the month on a category, brand and SKU level versus prior month and forecasts for the month.
- Providing financial feedback in the quarterly meeting for slow moving and obsolete materials and NRV testing.

**DELOITTE AND TOUCHE (M.E.) – ABU DHABI, U.A.E.
SENIOR III ASSOCIATE
AUDIT AND ADVISORY SERVICES**

DECEMBER 2010 TO FEBRUARY 2013

I was associated with DTME as Senior III Associate in the Audit and Advisory Services which enabled me to develop diversified professional experience with an understanding of regulatory environments of various industries, key business processes and the accounting and internal control systems of several organizations while also ensuring competence in financial reporting and related matters. My key responsibilities included:

- Effective planning and co-ordination of assignments to meet stringent deadlines, including the supervision, training and motivation of team members.
- Conducting business and audit risk assessment through client meetings and via research and analysis.
- Ensuring compliance with the requirements of International Standards on Auditing and other regulatory requirements for audit engagements.
- Liaising with, and developing good working relationships with the client to deliver engagement expectations.
- Co-ordination with professionals in various fields like legal and IT experts.
- Assisting clients in preparation of financial statements in accordance with International Financial Reporting Standards (IFRS) and other directives of regulatory authorities.
- Providing ongoing advisory services to non-audit clients.
- Evaluating internal controls, identifying control deficiencies and making appropriate recommendations to the management.

I was involved in the audits of the following clients:

ASSURANCE ENGAGEMENTS – DELOITTE AND TOUCHE (M.E.) U.A.E.

METAL INDUSTRY

- EMIRATES ALUMINIUM COMPANY LIMITED PJSC
- EMIRATES STEEL INDUSTRIES PJSC
- AL GHURAIR IRON AND STEEL LLC

CEMENT MANUFACTURING

- EMIRATES CEMENT FACTORY (ARKAN)

PETROCHEMICALS

- BOROUGE PTE. LTD. – ABU DHABI BRANCH

WHOLESALE AND RETAIL

- EMKE LULU GROUP

CAR RENTAL AND LEASING

- GERMAN RENT A CAR

CONSTRUCTION AND CONTRACTING

- AL BAHYA TRADING AND SERVICES ESTABLISHMENT
- BIN HAM ELECTRO-MECHANICAL COMPANY LLC
- ETISALAT FACILITIES MANAGEMENT LLC
- HAMILTON DESIGN INTERNATIONAL COMPANY LLC
- INTERNATIONAL MECHANICAL AND ELECTRICAL COMPANY WLL
- MIMAR PROJECTS FOR GENERAL CONTRACTING LLC
- OTAK INTERNATIONAL – ABU DHABI BRANCH
- PROFESSIONAL SERVICES ESTABLISHMENT

TOOLS AND EQUIPMENTS

- HILTI EMIRATES LLC

TECHNOLOGY

- MORPHO ABU DHABI
- SAGEM DEFENSE SECURITE – BAHRAIN

OTHER SPECIAL ENGAGEMENT

**HEADQUARTERS
ALLIED JOINT FORCE
COMMAND BRUNSSUM
(NATO)**

AGREED UPON PROCEDURES

Verification of the pricing of actual costs payable to a contractor for the month of June 2011 and reporting on internal control weaknesses identified.

A. F. FERGUSON & Co., CHARTERED ACCOUNTANTS – KARACHI, PAKISTAN A MEMBER FIRM OF PWC NETWORK SENIOR ASSOCIATE ASSURANCE AND BUSINESS ADVISORY SERVICES (ABAS)	APRIL 2004 TO JUNE 2010
I was associated with PwC – Karachi office as a Senior Associate in the Assurance and Business Advisory Services (ABAS) Group and was also seconded to PwC – Riyadh office. My key clients included:	
PRICEWATERHOUSECOOPERS AL JURAID - RIYADH, SAUDI ARABIA SENIOR ASSOCIATE ASSURANCE AND BUSINESS ADVISORY SERVICES (ABAS)	FEBRUARY 2010 TO MAY 2010 SECONDMENT
ASSURANCE ENGAGEMENTS – PWC KINGDOM OF SAUDI ARABIA	
<u>ENTERTAINMENT</u> <ul style="list-style-type: none"> ▪ INTERNATIONAL PRODUCTION AND DISTRIBUTION SERVICES (ORBIT SHOWTIME NETWORK (OSN), K.S.A) <u>INFORMATION TECHNOLOGY</u> <ul style="list-style-type: none"> ▪ IBM MIDDLE EAST FZ-LLC – SAUDI ARABIA BRANCH <u>ENGINEERING</u> <ul style="list-style-type: none"> ▪ TRANE INC. OF DELAWARE – SAUDI ARABIA BRANCH 	<u>INVESTMENT COMPANIES</u> <ul style="list-style-type: none"> ▪ SARA GROUP <ul style="list-style-type: none"> ▪ BADAD INTERNATIONAL COMPANY FOR TRADING AND CONTRACTING ▪ SARA DEVELOPMENT COMPANY ▪ SARA EDUCATION COMPANY
ASSURANCE ENGAGEMENTS – PWC PAKISTAN	
<u>FAST MOVING CONSUMER GOODS</u> <ul style="list-style-type: none"> ▪ UNILEVER PAKISTAN LIMITED <u>PHARMACEUTICALS</u> <ul style="list-style-type: none"> ▪ GLAXOSMITHKLINE PAKISTAN LIMITED <u>OIL AND GAS</u> <ul style="list-style-type: none"> ▪ NATIONAL REFINERY LIMITED 	<u>INFORMATION TECHNOLOGY</u> <ul style="list-style-type: none"> ▪ IBM ITALIA S.P.A. – PAKISTAN BRANCH <u>CAR RENTAL AND LEASING</u> <ul style="list-style-type: none"> ▪ OPTIMUS LIMITED (HERTZ PAKISTAN) <u>ENGINEERING</u> <ul style="list-style-type: none"> ▪ DELPHI DIESEL SYSTEMS PAKISTAN (PRIVATE) LIMITED
ADVISORY AND OTHER SPECIAL ENGAGEMENTS – PWC PAKISTAN	
FAST MOVING CONSUMER GOODS	
DALDA FOODS (PRIVATE) LIMITED	<div style="text-align: right;">ADVISORY SERVICES – "INTERNAL AUDIT"</div> <p>Performed evaluation of the controls and tested their operating effectiveness by performing the following procedures:</p> <ul style="list-style-type: none"> ▪ Obtaining an in-depth understanding of the existing system primarily through inquiries from related personnel, documentation and walkthroughs; ▪ Validation of the existing controls and identification of weaknesses and deficiencies through comparison with the best industry practices; ▪ Recommending improvements in the controls system based on the weaknesses identified. <p>I have performed appraisal of following functions:</p> <ul style="list-style-type: none"> ▪ Dispatch and Logistics. ▪ Costing and monthly management reporting. ▪ Marketing Function ▪ Sales and Distribution
UNILEVER PAKISTAN LIMITED	<div style="text-align: right;">AGREED UPON PROCEDURES</div> <p>Verification of the Reimbursable cost and fee calculation payable to Mindshare Pakistan (Private) Limited (Media Buying Agency).</p>
TEXTILE	
YUNUS TEXTILE MILLS LIMITED	<div style="text-align: right;">ADVISORY SERVICE - "CLOSE THE BOOKS"</div> <p>Assisted the management in streamlining the existing closing process of the entity by identifying bottlenecks in the existing system, making recommendation in line with the best industry practices.</p> <div style="text-align: right;">ADVISORY SERVICES – "FINANCIAL STATEMENT PREPARATION"</div> <ul style="list-style-type: none"> ▪ Assisted the management in preparing the financial statements for the six months ended June 30, 2007 and nine months ended September 30, 2007 for management reporting purposes, in accordance with International Financial Reporting Standards (IFRS) and local regulations. ▪ Performed verification of financial statements, identified weaknesses in the costing and monthly reporting process and recommended improvements for the same. <div style="text-align: right;">ADVISORY SERVICES – "INTERNAL AUDIT"</div> <p>Performed appraisal of the following functions:</p> <ul style="list-style-type: none"> ▪ Weaving process ▪ Processing process ▪ Stores and spares ▪ Advisory on financial reporting matters

PHARMACEUTICALS**GLAXOSMITHKLINE
PAKISTAN LIMITED****CERTIFICATIONS AND EMPLOYEES' BENEFITS**

- Performed verification for certification of Dividend Remittance
- Audit of Retirement and other employees benefit funds

OTHERS**SIND CLUB****ADVISORY SERVICE – UNDERSTANDING AND RATIONALISATION OF BUSINESS PROCESSES**

The scope of work covered:

- Understanding and documentation of business processes carried out by the Catering function and mapping of controls;
- Performance of gap analysis and benchmarking of existing business processes to best practices;
- Recommending improvements in this respect and incorporation of the same in the existing business processes.

IT PROFICIENCY

- Proficient user of MS Office applications including MS Word, MS Excel, MS PowerPoint and MS Visio.
- Hands on experience of using SAP ERP and Oracle.
- Completed a 90-hour Course of Computer Practical Training (CCPT) recommended by the Institute of Chartered Accountants of Pakistan.

PERSONAL DETAILS

- Marital Status : Married
- Date of birth : October 23, 1982
- Gender : Male
- Nationality : Pakistani
- Languages : Urdu and English
- Reference : Available on request