



MAGDI MAHMOUD ALI IBRAHIM

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Profile

Financial Executive with broad experience in all aspects of accounting, auditing, and financial management. Direct experience in smooth working capital management to ensure cash flow, budgeting, financial planning, and forecasts. Specialties: Merger & Acquisition, Due Diligence, Labor Union Negotiation, capital expenditure control, wide and long experience in large multi-activity companies, branches and nationalities.

Major Achievements

- In each position, provided effective and strategic oversight of business and finance systems.
- Developed a 20-year strategic plan for ALJ with rolling forecasts and annual financial budgets in Credit Management Role and Import & Distribution Role.
- Designed and delivered a strategic transformation project for ALJ Credit Management to streamline operations, reduce inefficiencies and improve workflow, resulting in SAR 20 million in savings for the company.
- Implementation support Finance ERP system (Sap, and Upgrade Oracle twice) that resulted in clearer reporting lines, reduced staff costs and improved productivity and morale

Education

Arab Academy for Technology and Science in Egypt

01-Oct-2009 – 30-May -2011

MBA- core in finance with Excellent Grad

Zagazig University in Egypt

01-Oct-1985 to 30-May-1989

Bachelor of Commerce in accounting specialist with Good Grad.

Experience

Saudi Hala of Automobiles (Head of Finance)

05-Dec-2017 until now

- Lead work in Cash Flow for Govt Tenders for SAR 900 Million.

Magdi Mahmoud Ali Ibrahim



- Lead work in Profitability and increase it by 1.5% to Sales.
- Lead work in Investment and Expansions in two new business unit for sales and after sales.
- Implement IFRS in Retail and Fleet Vehicles Business
- Implement ERB Microsoft Dynamic System in Vehicles Business

Abdul Latif Jameel Import and Distribution Financial Controller

01-Jan-2010 to 30-Sep-2017

- Lead work in work in Vehicles Import and Distribution Finance for SAR 1300 Million.
- Lead work in Vendor Payment Account and Achievement Bonus.
- Lead work in Wholesalers Accounts (Facilities, Collaterals, Collections and Achievement Bonus.
- Lead work in Logistics, supply chains and Warehouse Manpower's.
- Lead work in Treasury and Forex Deals with Bank.
- Membered of Oracle upgrade to 11i version.

Abdul Latif Jameel Retail Company-Credit Financial Controller

20-Feb-2001 to 31-Dec-2009

- Creating procedures and policies of Credit to Group Companies.
- Lead work in Government Sales (Tenders Study, Guarantees, Delivery, Claims, and Collections).
- Lead work in Fleet Sales to Rental, Lease, Operational Lease and Limousine Sectors (Credit Agreements, Annual Credit Facilities, Collaterals Renewals, Issuing Claims, Collection Follow up and Customer Aging).
- Monitoring credit reports to the Board of Executive Directors and Head Management.
- Lead work in legal case of Bad Debts and Doubtful debts Provisions
- Lead work in SAP Implementation for Finance Part.

Skills

- Strategic Planning, Budgeting, and Forecasting.
- Treasury and Forex Deals with Bank
- IFRS Implementation in Vehicles Retail
- Investment Exaptation, Merges, New Business Feasibility Study
- Bank Loans and Facilities.
- Credit Management.
- Multi-National Companies Multi Business, and Multi Activates.
- Oracle, SAP, Microsoft Dynamic NAV Finance System Implementation and Upgrades.
- Variance analysis, Revenue experience, Use best practice tools for management decision.
- Measuring productivity and efficiency for the business.