

WAQAS AHMED

Accounts Manager | 23+ Years in Finance & Accounts

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PROFESSIONAL SUMMARY

Accounts Manager with 23+ years of progressive finance experience across Pakistan, Saudi Arabia and Bahrain, spanning Testing, Inspection and Certification (TIC) sector companies including TUV Austria and Intertek. Skilled in financial reporting, budgeting and forecasting, cash flow and working capital management, ERP implementation, internal controls, and tax compliance across multiple jurisdictions. Proven record of reducing DSO by 45+ days, cutting month-end close cycles by 25%, and delivering zero material findings across five consecutive external audits. Experienced in partnering with sales and operations on contract pricing, revenue assurance, and compliance.

CORE COMPETENCIES

Financial Reporting & Analysis | Budgeting & Forecasting | Cash Flow & Working Capital Management | ERP Implementation | Internal Controls & Audit | Revenue Assurance | Pricing & Bid-Cost Models | Tax Compliance (Pakistan & GCC) | Accounts Payable / Accounts Receivable | Payroll Administration | Team Leadership | Power BI & Advanced Excel

PROFESSIONAL EXPERIENCE

Manager Accounts | TUV Austria BIC (Pvt) Ltd

Nov 2019 - Present

Karachi, Pakistan

- Run the Karachi accounts department (team of five), handling daily operations, financial reporting and compliance across all business lines.
- Own the month-end and year-end close; cut the reporting cycle by 25% while keeping financial statement accuracy at 100%.
- Prepare monthly, quarterly and annual financials with full commentary for the Country Finance Manager and regional leadership.
- Lead the annual budget and rolling forecasts alongside the Head of Finance; variance analysis feeds directly into executive decisions.
- Monitor daily cash positions and produce weekly liquidity forecasts to support working capital deployment decisions.
- Work directly with Business Development on new deals, reviewing contract economics, building bid-cost models and flagging margin risks.
- Oversee all client invoicing and billing queries, keeping the cash conversion cycle moving; rebuilt the collections process and reduced average DSO by 45+ days.
- Build cost-plus and market-benchmarked pricing models for new service lines; review contracts for revenue recognition issues prior to signing.
- Led ERP implementation and upgrades, cutting manual reporting effort by 30% and improving data accuracy across departments.
- Manage provincial tax filings (Sindh) with a zero-penalty compliance record; supervise the full AP cycle including three-way matching and vendor reconciliations.
- Designed internal control frameworks covering payables, receivables and payroll; process monthly payroll for 100+ employees including.
- Coordinated five consecutive external audits with zero material findings, built on disciplined documentation standards.

Accountant | Intertek Saudi Arabia Ltd & Bahrain

Oct 2016 - Jun 2019

Saudi Arabia & Bahrain

- Ran the full accounting cycle for the GCC region - GL, AP, AR, payroll, multi-currency transactions and cash flow management.
- Primary contact for external auditors in both countries; delivered clean IFRS-compliant annual financials each year.
- Handled SAR, BHD and USD multi-currency transactions; maintained intercompany reconciliations across both offices.

- Prepared VAT returns and Zakat computations under GAZT rules, contributing to zero-penalty compliance.
- Administered monthly payroll for both offices under Saudi Labour Law and Bahraini employment regulations, including WPS submissions.
- Implemented cost-allocation frameworks across service lines, improving direct vs. indirect cost visibility and project profitability analysis.
- Streamlined intercompany billing and settlement between Saudi and Bahrain entities, reducing month-end reconciliation time by 20%.
- Supported the regional Finance Director with ad-hoc financial analysis and KPI dashboards tracking revenue, gross margin and overhead ratios.

Senior Accountant | Intertek Pakistan (Pvt) Ltd

Dec 2006 - Oct 2016

Karachi, Pakistan

- Produced monthly, quarterly and annual financial statements with variance analysis and commentary for the Finance Manager.
- Led month-end close including accruals, prepayments, depreciation and bank reconciliations; managed WHT deductions with zero late FBR filings across a ten-year tenure.
- Played a key role in migrating from a legacy accounting system to a new ERP platform, mapping the chart of accounts and validating opening balances for a seamless go-live.
- Developed a revenue reconciliation model matching invoiced amounts against job-completion data, reducing unbilled revenue leakage.
- Prepared annual audit packs for a Big-4 external auditor and served as primary audit liaison, resulting in clean opinions throughout the tenure.
- Supported Sales and Operations on pricing of new testing and inspection contracts, building cost models incorporating labour, equipment and overhead allocation.

Accountant | Shaikh Brothers

Jan 2003 - Dec 2006

Karachi, Pakistan

- Managed AP/AR, cash flow statements, bank reconciliations and monthly management reports; compiled P&L summaries and balance sheet schedules with trend commentary for the owner.

KEY ACHIEVEMENTS

- Reduced average DSO by 45+ days through a rebuilt collections process - the largest single improvement to working capital in company history.
- Led an ERP implementation that reduced manual reporting effort by ~30% and improved data reliability across all departments.
- Delivered zero material audit findings across five consecutive external audits through disciplined internal controls.
- Cut the month-end close cycle by 25%, giving leadership faster access to financial results.
- Delivered finance operations across three countries - Pakistan, Saudi Arabia and Bahrain - adapting to each regulatory framework.

EDUCATION & CERTIFICATIONS

- B.Com - Government Commerce & Economics College, University of Karachi
- Advanced Excel & Power BI - Pakistan Institute of Management, 2024
- Payroll & Labour Laws - University of Karachi

LANGUAGES

English - Professional Working Proficiency | Urdu - Native