

Afaq Ahmad Qurishi

0092 312 2961220

0092 336 1987654

afaq.qurishi@gmail.com

A – 255, Sector # 11 – A

North Karachi

Karachi

A fellow member of the Pakistan Institute of Public Finance Accountants (PIPFA) with MBA – Finance, having experience of more than 17 years during which associated with National and Multi-national entities i.e. Nagina Cotton Mills Limited (2+ years), Siemens Pakistan Engineering Company Limited (13+ years) and CERM Pakistan / CERM Business Solutions (Pvt.) Ltd. performing diverse financial functions ranging from general accounting, audit, business administration, financial controlling & compliance and commercial project management.

Qualification	Year of Passing
MBA (Finance)	2004
Fellow member of Pakistan Institute of Public Finance Accountants (PIPFA)	2002
Commercial Project Manager (Siemens AG)	2017

EXPERIENCE

CERM Pakistan / CERM Business Solutions (Pvt.) Ltd.

Commercial Project Manager

10/2020 to present

Implementation of Core Commercial Project Management functions in CERM Pakistan.

- Established and implemented typical set of Commercial Terms and Conditions
- Review Bidding documents to ensure compliance of respective tender / RFQ etc.
- Introduced and applied costing sheet for various types of projects
- Designed and implemented the Project status sheet comprising Price, Cost, Margin, Cash In/Out flow, including future planning of cost, margin and cash-flows and summarized reporting for management review for proper execution/monitoring and support of Project(s).
- Identification and mitigation of potential risks through risk workshops on various projects.
- Timely invoicing and follow-up of receivables to get the cash-flows available, as per plan.
- Timely recording and arrange payment(s) to partners like SAP, Microsoft, ODDO, etc and vendors for booking of cost and/or accruals
- Implementation of fortnightly time sheets of all consultants to record the cost on relevant project in timely and proper manner

Miscellaneous

- Prepare and update Overhead rate
- To complete coverage of Overhead cost, a comprehensive overhead rate is required to be prepared and updated on quarterly / yearly basis, as the case may be.
- Ensure that above mentioned rate shall be used in costing of upcoming bid(s) / offer(s)
- Treasury / Banking affairs – Compliance of State Bank of Pakistan statutory requirements for foreign payments to Partners

Siemens Pakistan Engineering Company Limited

Commercial Project Manager

02/2013 to 01/2019

Head of Accounting Controlling & Reporting Group

02/2012 to 01/2013

Group Controller

06/2009 to 01/2013

Business Administrator

11/2005 to 01/2012

During my tenure with Siemens Pakistan, my main responsibilities includes, but not limited to

- Budgeting and Forecasting – at Business Unit level for New Orders, Sales, Gross Margin, Marketing, Selling & General Admin Expenses, Net Profit, Manpower and Fixed Assets etc. – At various Project level for Sales, Cost, Gross Margin
- Analysis of Financial Statements – horizontal and vertical analysis, screening and verification of expenses
- Audit Coordination – external & internal audits, Risk & Internal Controls and Compliance activities
- Cost Controlling – at Business Unit level as well as Project level, identifying and reducing business expenses as per budget/forecast
- Fixed Assets Administration – track the location, quantity, condition and marking of same
- Bid and Contract management for internal and external Customers – ensuring compliance of tender requirements. Negotiation, execution, modification and termination of contracts to maximize operational and financial performance with reduced financial risk.

- Project Management – initiation, planning, execution, performance/monitoring, and project closure
- Risk and Opportunity management – identification, analyze and controlling of financial impact of potential risk and opportunity via risk/opportunity meetings with all stakeholders and update of risk/opportunity registers
- Claim Management – logging and finalization of financial claims from Vendors and Customer
- Treasury / Banking affairs – coordination in establishment of Bank Guarantees and LCs / Bank Contracts from Vendors (local and foreign) and Customer
- Cash Flow management – generation of invoices with all supporting documents to Customer, its verification and collection within due date and arrangement of payment to various vendors, as and when due.
- Procurement Management – review of procurement plan, commercial review of quotations, negotiations on commercial terms & conditions and timely placement of Purchase Orders
- Logistic administration (for Local and Imported materials) – planning shipments based on material availability and requests, tracking orders to ensure timely deliveries, preparing shipping documents, arrangement of transportation and loading/unloading
- Monthly Closing activities – arrange JVs for proper booking of cost, timely submission of payment requests, arrangement of cost booking data (time sheets, Goods Receipt Notes, Bill of Lading etc), review of accruals and necessary adjustments specially warranty, liquidated damages etc, review of expenses and revenue accounts to ensure that all cost and revenue items are properly booked
- Periodic reporting to Management and Steering Committee – arrange and ensure correct, timely financial reporting as per reporting requirements
- ERP system (Synergy-Plus (SAP)) – operations for SD, MM & PS modules and Change Request, trouble shooting, Archiving etc.

My major projects

- DHA Extension of PH. VIII and Creek City substations
- NEPS Lot 9 Project (Ministry of Energy and Water, Afghanistan)
- PESCO 132 kV Grid station
- K Electric - AKUH Grid
- K Electric - Lyri Maripur Grid
- 132 kV United Sugar Mills Project
- LESCO 132 kV GIS Project
- LESCO 132 kv Mominpura Project
- 132 kV Switchyard Project at Hamza Sugar Mills Limited
- 132kV Switchtard Project At RYK Sugar Mills Limited
- 132 KV Switchyard Projects at JDW Sugar Mills, Ghotki and Rahim Yar Khan

Nagina Cotton Mills Limited

Accounts Officer

12/2001 to 07/2004

Key Functions

- Sales Tax
- Handling Raw material
- Preparing General Ledger
- Working on Special Assignments.
- Conducting monthly audit for physical verification of stock, waste, store & spares & cash at mills.
- Verification of Bonus before payment.
- Verification of Monthly salaries/wages before payment.
- Verification of inter-company transactions under Transfer Pricing Law.

Farooq Ali & Company - Chartered Accountants

Audit Trainee

01/2001 to 12/2001

Key Functions

- Internal Audits
- External Audits

Certifications

- ✓ Certificate of Project Management By Lahore University of Management Sciences
- ✓ Seminar for Project Managers (PRL-E) By Siemens Learning Campus, Germany
- ✓ Operational PM: Planning, Reporting and continuous Calculation in Project Business By Siemens Learning Campus, Germany
- ✓ Handling Difficult People By Pakistan Institute of Management
- ✓ Business Administration Campus By Siemens Pakistan Engineering Company Ltd.
- ✓ Completed more than 50 courses at **finance training @ Siemens** (on-line training system of Siemens AG).

Award

Received award on cost saving FY 2009 in Business Conference 2009 of Siemens Pakistan from CEO – SIEMENS Middle East Cluster

Soft Skills

MS office

ERP system (Synergy-Plus (SAP)) operations

Skills Obtained Through Work Experience

Teaming, monitoring, and communicating effectively in both oral and written aspects

Time management and priority setting, sense of urgency, analytical and problem-solving skills

Well-disciplined with ability to manage multiple assignments efficiently under extreme pressure while meeting tight deadlines

Proactive and result oriented with skills in all aspects of accounting, auditing, taxation and financial management

Fathers Name

Zulfiqar Ahmad Qurishi (Late)

Date of Birth

10th October 1977

References

Shall be furnished when required