

Muhammad Ahmed Saeed

ACCA | BIDA® | FPAP®

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SUMMARY

ACCA-qualified finance professional with FP&A experience across sales and margin analysis, budgeting, forecasting, and management reporting. Builds the analytics as well as the numbers behind them: three-statement and forecasting models in Excel, semantic models and dashboards in Power BI and DAX, and Python or ERP-connected pipelines that automate recurring reporting. Works directly with senior leadership and regional teams and turns detailed financial data into commercial decisions managers can act on.

CORE SKILLS

Financial Planning & Analysis: Sales and contribution-margin analysis; Actual vs Budget vs Forecast vs Prior-Year variance; three-statement and rolling-forecast models; zero-based budgeting; scenario planning; management and board reporting; cost-benefit analysis.

Business Intelligence & Reporting: Power BI (DAX, data modeling, row-level security); advanced Excel (Power Query, Power Pivot, pivot tables, dashboards); variance and waterfall reporting; Tableau.

Programming & Data: Python (Pandas, regression, NLP); SQL (Certified Associate).

ERP, Systems & Automation: Odoo (module development and integration); Power Automate; QuickBooks Online (Certified); Xero (Certified).

PROFESSIONAL EXPERIENCE

Sunny's Worldwide Chauffeured Transportation

Virginia, USA (Remote)

Financial Planning and Analysis Expert (reporting to the CEO and CFO)

March 2026 – Present

- Own financial and profitability reporting for the executive team, building a fleet-level P&L that tracks revenue, cost, and margin with variance and variance-% analysis against prior year and several prior-period baselines (month, quarter, and 3- and 6-month trailing averages).
- Ran a margin root-cause analysis for the CEO and CFO that traced a contribution-margin decline to a shift in revenue mix toward affiliate dispatch, then wrote up the drivers and recommendations as an executive report.
- Built waterfall bridges decomposing period-over-period revenue and cost movement, plus a profitability benchmarking view that drills from segment down to individual vehicle to flag underperformers.
- Handle multi-currency reporting in Power Query, converting and normalizing cross-region figures against a daily FX calendar pulled from a live API.
- Designed and maintain the Sales Activity Dashboard, writing month-to-date and year-over-year variance measures in DAX and resolving complex filter-context logic in the model.
- Automated weekly and month-to-date management reporting with Power Automate, delivering formatted email summaries and removing the manual prep that used to sit behind them.
- Built the data model from the ground up: star-schema design (separate revenue and cost facts joined through a shared reservation dimension), row-level security, reconciliations, and documentation.

VaporVM

FP&A Analyst (Dual Role)

Dubai, UAE (Remote)

Dec 2023 – Mar 2026

- Built a data pipeline connecting Odoo to Power BI that automates P&L statements, sales monitoring, and target tracking, with live year-over-year and budget-vs-actual variance views.
- Built a revenue forecasting model in Python, using regression on the main business drivers to project future revenue.
- Led development of new Odoo finance modules, working with external vendors and internal teams to support specific reporting workflows.
- Connected Odoo directly to Excel to automate resource-utilization, seating-capacity, and overhead reports, cutting manual data entry and improving accuracy.
- Managed zero-based budgets for three departments (CS, MS, Telco), using the data to find allocation inefficiencies and target cost savings.
- Owned the monthly management BDM MRR reporting structure.
- Developed the company's Power BI analytics data infrastructure from the ground to automate most reports required by management for performance comparisons over-time, amongst service units or BDMs.

VaporVM

Dubai, UAE (Remote)

Accounts & Finance Executive (Dual Role)

Dec 2023

- Negotiated vendor payment terms to extend settlements by 15 days, preserving working capital during tight periods.
- Ran payroll for roughly 120 employees (PKR 30–40M) at 100% accuracy, and introduced serialized petty-cash tracking that cut discrepancies by 85%.
- Owned end-to-end invoicing and built a tracking dashboard for pending POs and aging analysis, with weekly cash-inflow forecasts based on average receivable days.
- Managed vendor and employee communications through delayed payment cycles, resolving escalations and keeping operations running.

VaporVM

Lahore, Pakistan

Accounts & Finance Intern

Dec 2023 – Feb 2024

- Led data collection and SOP creation for the Odoo accounting module rollout, making sure historical data imported correctly.
- Analyzed customer payment trends to improve collection strategies and reduce outstanding receivables.

EDUCATION

Oxford Brookes University, UK

2024

BSc (Hons) in Applied Accounting, First Class Honours

Association of Chartered Certified Accountants (ACCA)

Expected 2027

- Nationwide 2nd position in Performance Management (PM), 87%; 93% in Financial Accounting (FA).

CERTIFICATIONS

Finance & Data Analytics: Business Intelligence & Data Analyst (BIDA®); FP&A Professional (FPAP®); Data Analysis in Excel Specialization; FP&A Excel Modelling Specialization; Business Intelligence Analyst Specialization.

Accounting: QuickBooks Online Accountant Certified; Xero Advisor Certified.

Technical: Certified SQL Associate.