



Abdus Salam

Experienced Finance Director with cross sector experience in multi currency and multi sector environments

📍 Weybridge, UK

[Portfolio file](#)

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Languages

English

About

An enthusiastic and self-driven professional having successfully led Controllershship, FP&A and Commercial roles with focus on excellence. Proven leadership, communication and organisation skills, and clear commercial and operational awareness combined with expert technical knowledge. Quick learner used to multitasking and adept at managing teams.

BRANDS WORKED WITH

Bestway Retail Ltd

Integrated services / Marine Seismic

North America

PricewaterhouseCoopers

Pulse Group (Acteon)

Schlumberger

SCHLUMBERGER LIMITED

Experience

● Head of Finance

Pulse Group (Acteon) | Mar 2023 - Mar 2024

Acteon Group is one of the UK's largest Private Equity investor in Energy and Renewables sectors with multiple companies across UK, US, Europe and Middle East. Managing a complex portfolio of over 20 unique projects across UK, US and Brazil with the help of an amazing team of 7 diverse members. I'm currently heading finance function including transformation portfolio with following key responsibilities:

- Strategic planning, competitive performance and complex business models
- Tendering and bidding strategies in close collaboration with Sales, Operations, Legal and Tax functions
- Ownership of 5 year Financial Plan including Annual planning and quarterly forecasting
- Monthly reporting including timely closing of P&L and Balance Sheet
- Ownership of Group reporting including consolidations of the group entities and FX adjustments
- Project Accounting, AP, AR, Cash management, FP&A, Management & Financial accounts
- Producing board pack, supporting business plans and leading cashflow projections
- Identifying underperforming projects and recommending project improvements plans
- Ownership of stat accounts per UK GAAP and IFRS including goodwill and impairment etc. (IFRS 9, 15, 16 etc.) and managing external audit assurance
- Working with and managing stakeholders across the business including MD, EVP Operations, VP of Finance and Director of Finance as well as externally with Auditors, HMRC and Banks.
- Payroll management and approvals including PAYE, P11D, P45 and P60
- Job order costing in complex manufacturing environment
- P2P enhancement with special focus on stocks .. Inventory management including working capital optimization
- Driving business transformation with process improvements across projects lifecycle.
- Coaching and mentoring of a young team with step wise learning enhancements and excellence in service delivery

Key achievements are:

- Team strategic goals alignment and KPOs assignment
- P2P process revamp with cross functional process enhancement
- VAT review and HMRC audit with cash recovery for excess VAT - £0.25M
- Hiring/developing 5 team members with closing cycle improvements
- Reduced month end close process from 9 days to 6 days
- Improved information workflow with efficient projects reporting in a standardized format

● Head of Finance

Bestway Retail Ltd | Mar 2021 - Mar 2023

Bestway is the UK's largest family-owned Private Equity investor in FMCG, Wholesale and Retail with 55 depots and ~200 retail stores. Managing a £400M portfolio with the help of an amazing team of 10, I'm currently heading retail finance including transformation portfolio with following key responsibilities:

- Ownership of monthly, quarterly and annual reporting including timely closing of P&L and Balance Sheet
- Ownership of key processes including General Ledger, Billing, Credit, Cash, FP&A, Treasury, Management & Financial accounts etc.
- Producing board pack, supporting business plans and leading cashflow projections
- Treasury management including banking relationships management
- Identifying underperforming retail units and recommending turn-around plans
- Ownership of stat accounts per UK GAAP and IFRS including goodwill and impairment etc. (IFRS 9, 15, 16 etc.) and managing external audit assurance
- Working with and managing stakeholders across the business including COO, Director of Finance, wider Senior Management, as well as externally with Auditors, HMRC and Banks.
- Tax and Group reporting including VAT reporting and Tax return filing
- Digital roadmap assessment and implementing new systems (EPOS, ERP)
- Coaching and mentoring of a young team with step wise learning enhancements and excellence in service delivery

Key achievements are:

- VAT review and HMRC audit with cash recovery for excess VAT - £1M
- Hiring/developing 10 team members with closing cycle improvements
- Reduced month end close process from 12 days to 8 days
- Implemented new accounting system within target budget with no extra headcount

● Various progressive positions

SCHLUMBERGER LIMITED | May 2003 - Oct 2020

Schlumberger is the world leading services provider listed on NY Stock Exchange providing engineering and technology solutions, integrated services, manufacturing tools and downhole products as well as software sales (including SaaS).



● Finance Director

Schlumberger | Jul 2018 - Oct 2020

Managed \$500 million international portfolio in the Caspian region with a team of 25 focusing on Strategy formation, FP&A, group and statutory reporting coupled with competency enhancement. My responsibilities included:

- Strategic planning, competitive performance and complex business models
- Pricing and Strategy reviews for critical tenders
- Suppliers relationship management & sourcing strategy implementation
- Optimizing shared services framework ensuring effective internal control environment in SOX environment.
- Manage and review the production of monthly group consolidation and reporting with commentary on variances analysis.
- Operate to tight deadlines, producing Flash EBITDA by WD2.
- Leading and ownership of annual budget and forecasting process.
- Cash flow management in a tight cash flow environment. Working with all stakeholders to enhance the working capital cycle.
- Ownership of the Statutory Accounts in line with IFRS, VAT filing, PAYE reporting, annual audits and tax compliance.

Key achievements are:

- Driving AP/AR transformation improving and beating own best DSO record 4 times
- Achieved best ever IBT with 1100 bps improvement YoY
- Led pricing negotiation with vendors (average 15% reduction in COSD) - \$5M cash savings

- Successful implementation of remote working securing margins protection during downturn post COVID-19

● Product Line Controller

Integrated services / Marine Seismic | Jun 2017 - Jun 2018

Stepped up to manage commercial and FP&A support for \$2Bn business portfolio. My responsibilities included:

- Bidding and commercial support to develop business models for integrated tenders across different countries
- Ownership and review of monthly financial reporting with the Regional heads, Product Line President and Group Controller (achieved +150 bps improvement YoY)
- Divestiture support of £270M Seismic vessels to M&A group
- Providing exit strategy, impairment analysis and coordination with PwC for audit compliance



● Financial Controller

Schlumberger | Jun 2015 - May 2017

Worked for a \$400 million portfolio in a complex market with extremely high security risk. Managed a team of 22 with focus on improved financial support. My responsibilities (and some of the achievements) included:

- Strategic support including developing market specific integrated business solutions
- Devising and implementing sourcing strategies (achieved ~25% reduction in COSD with \$10M cash savings)
- Ownership of monthly, quarterly and annual reporting including timely closing of P&L and Balance Sheet
- Driving excellence in DSO management (achieved best ever DSO)
- Supporting integrated biddings for BP, Eni, Shell, Exxon etc.
- Worked closely with the MD and Management Team and ensured the implementation of a robust control environment across all operational teams (identified fraudulent collusion)

● Group Controller

North America | Jul 2013 - May 2015

Entrusted to manage a \$3.5 billion portfolio of 5 Drilling segments with multiple offerings including manufacturing. Managed a team of 7 direct reports with following key responsibilities / achievements:

- Bridging the gap on ROCE vs. competition (improved by 100 bps)
- Initiating cost management plan focusing on underperforming business units and devising remedial action plans (cost per unit of activity improved by ~10% and ~7% for 2 segments)
- Leading FP&A and AR Transformation projects (successfully implemented FP&A back office support and GetPaid software)
- Ownership and enhancement of monthly, quarterly and annual reporting packages with focus on efficiency metrics

Other progressive positions included Regional Controller (2009), Middle East HQ; Operations Controller (2007), Saudi Arabia; Tax Manager (2004) and Fiscal Accountant (2003), Pakistan with Schlumberger Limited.

● Assurance and Business Advisory

PricewaterhouseCoopers | Oct 1997 - Apr 2003

Joined as a trainee auditor progressing to Manager Assurance and Business Advisory. Covered audits, financial reporting, tax, management and consultancy for various listed and non-listed companies covering telecom, energy, fertilizer, banks, manufacturing, construction and services sectors.

Education & Training

2000

● The Institute of Chartered Certified Accountants

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