

## Ahmed Abou-Ismael

Executive, Financial and Operational Leader      Menlo Park, CA 94025 | Tel: (424) 382-8965 | Email: lionofe@gmail.com

Dear Hiring Manager,

In my search for a new challenge where I can leverage my experience as an Executive, Financial and Operational Leader, I was pleased to find your opening. Eager to learn more about this exciting opportunity, I have attached my resume for your review.

As my career profile illustrates, I am well-prepared to meet and exceed your expectations. Having served in such leadership positions as a CEO, CFO, General Manager and Controller within various industries, including for profit and nonprofit organizations, on both national and international levels, I am accustomed to the rigors of fast-paced, highly regulated environments requiring forward thinking, vision, intelligently informed decision-making abilities, sharp attention to details, consummate accuracy, results-oriented performance, and outstanding communication skills.

The positive impact that I have made as a fiscal leader includes such industries as import and export, nutraceutical retail, high voltage, construction and engineering, utility billing and consumption plan structures, healthcare, structured corporate marketing, electric vehicles and green energy, and higher education.

Furthermore, the unique combination of my versatile professional experience blended with being a parent who has been actively contributing to the enrichment of school environments at all levels, as well as my profile as a world class athlete, and a politically aware and active citizen, all qualified me to be a faculty member at elementary, middle schools and higher education institutions where I participated in various academic and board activities for years. I also designed and taught courses that have intellectually integrated athletic values with professional principles and ethics.

If given the opportunity, I will deploy my skills and experience to tirelessly deliver similar results for your organization while partnering with your staff to accelerate the achievement of your immediate and long-range goals.


Further, I would bring the following strengths to your organization and team:

- More than twenty years of unique experience strategically leading and financially operating successful businesses and organizations within a variety of industries and in various capacities.
- Experience and skills leading and overseeing such departments as financial, administration, information technology, human resources, risk management and general business operations with vision and transparency.
- Ability to develop and support strategic visions, reform and steer progress toward organizational vision, mission, and goals while ensuring effective and strategic management of the financial resources.
- Demonstrated ability to learn, absorb, tackle new industries, delegate without losing control, develop staff, and improve experiences.
- Keen sense of urgency and accuracy deployed to achieve strategic objectives, complete projects, assignments and meet deadlines effectively and successfully.

In me, I am confident your organization will gain a diligent, goal-oriented professional with the integrity, agility, dedication, accuracy, vision, and focus required to successfully fill the open Executive Financial Leadership role. As such, I would welcome the opportunity to meet in person and discuss this opening in detail.

Thank you for your consideration and I look forward to hearing from you.

Sincerely,



Ahmed Abou-Ismael

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Highly effective executive financial and operational leader with more than twenty years of experience. Skilled in leadership, finance, human resources, data integration and information technology systems. Guided by principles of integrity, ethical standards, accountability, fairness, inclusion, and cultural competence. Focused on achieving sustainable success, realizing the institution's strategic goals and objectives within best practices, clear codes, and policies, deployed with flexibility, adaptability, and agility.



### Skills

Dynamic and results-oriented executive leader skilled in leading turnaround situations, forming effective strategies, successfully revitalizing underperforming organizations, implementing strategic initiatives, and driving sustainable growth aligned with the organization's vision and objectives. Experience in effectively evaluating and analyzing market trends, competition, and customer needs to identify growth opportunities and mitigate risks. Skilled in creating, assessing, redesigning, and optimizing operational processes to enhance efficiency and reduce costs while fostering a culture of collaboration, accountability, and continuous improvement. I possess a practical vision that encompasses these qualities;

- Financial Vision and Strategy
- Budget Performance and Analysis
- Exceptional Interpersonal Skills
- Financial Planning and Analysis
- Risk Management and Mitigation
- Transformational Leadership
- Strategic Planning & Transparency
- Human Resources Development
- Effective Communication
- Budget and Forecast Creation
- IT System Design and Management
- Goal and Results-Oriented

### Experience

#### Chief Financial Officer

Menlo College

2022 - 2023

\$50M Annual Budget      800 Students, 400 Employees/Faculty

- Developed strategic financial planning, analysis, and forecasting techniques to enable and maintain informed and effective leadership and decision-making capabilities.
- Led and oversaw the institution's financial, business, data integration and information technology departments.
- Developed institutional and departmental budgets, performance metrics, forecast and analytical standards.
- Negotiated Contracts, mitigated risks, developed a risk identification and treatment techniques and plan.
- Maintained a strategic financial sustainability focus and a high return on investment.
- Ensured sound endowment management and coordinated with professional investment advisors.
- Developed an institution-wide facility and equipment deferred maintenance list and capital improvement plan.
- Contributed to WSCUC and AACSB accreditation-related initiatives.
- Led a systematic process of culture change initiatives to achieve an institution-wide shared financial vision, accountability, and responsibility.
- Developed an information technology system and information flow improvement roadmap.
- Implemented an institutional financial aid improvement process, resources allocation strategic plan.
- Developed Multiyear Budget Scenarios based on calculated assumptions and resources allocations methodology.
- Created Financial Sustainability and Viability Plan with clear guiding principles and led its implementations.



- Conducted complete cycle financial operations that performed a pivotal role in reshaping the organization operation, production procedures, business model and future strategic vision.
- Successfully reduced the company costs and overhead by constantly analyzing financial data, current processes, designed and implemented practicable changes and improvements in all company departments that resulted in more than a \$100K annual saving.
- Effectively maximized income and collections by streamlining and automating the AR procedures
- Successfully handled and managed state/external audits that resulted in refunds for the company.
- Prepared and filed comprehensive multi state sales tax and payroll tax reports.
- Developed KPIs to measure the operation's effectiveness in achieving company mission and goals.

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## CEO & CFO

Wilshire Neurology Center 2010-2016

\$7M Annual Budget 15 Employees

- Provided strategic executive and financial leadership for the medical center.
- Executed all executive and financial management activities and analysis.
- Produced detailed analytical operational and statistical reports.
- Maximized working capital, researched, and resolved all billing and collections issues.
- Managed HR department, payroll, benefits and prepared and filed all relevant payroll reports.
- Conducted and implemented major transition to a more efficient electronic system.
- Provided proper training to all staff.
- Supported a significant increase in productivity levels and cost reduction strategies by designing and streamlining new ERP software, financial, accounting systems and processes that utilized automation and standard operating procedures, in addition to outsourcing other services.
- Regularly interacted with clients, vendors, insurance carriers and government agencies, and cultivated strong professional relationships.
- Interacted and communicated with Personal Injury Attorneys, Workers Compensation Attorneys, Medical Insurance companies, Case Adjusters, negotiated and settled cases on a regular basis.
- Managed and mitigated risks by overseeing contracts and compliance department, in addition to securing licenses, permits, insurance policies, etc.
- Increased employee performance by creating and implementing incentive plans, commission plan structure, and quarterly performance evaluation review process and standards.
- Optimized cash flow to ensure proper availability of capital for necessary expenditures.

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## Education

- Bachelor of Science in Finance and Business Administration, University of Cairo
- University of Alberta, Canada, Continuing Education

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## Certifications and Licenses

- MCP: Microsoft Certified Professional
- CompTIA IT Certifications A+ Certified
- Hubbell Premise Wiring Certifications