

Mohammed Shubair

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Professional Summary

Senior Accounting Professional with 30+ years of experience in AP/AR, reconciliations, financial reporting, and month-end close. Known for accuracy, reliability, and strong attention to detail, with solid Excel and accounting system skills.

CORE SKILLS & COMPETENCIES

- Advanced Microsoft Excel (Pivot Tables, VLOOKUP) & QuickBooks
- Accounts Payable & Accounts Receivable (AP/AR)
- Invoice Processing & Expense Management
- Aging Analysis & Collections Follow-up
- Bank & Account Reconciliations
- Month-End Close & Internal Controls
- Budget Tracking & Cost Control
- Strong Attention to Detail & Organizational Skills

WORK EXPERIENCE

Senior Accountant

Al-Qishawi Truck Parts Trading Company

2015 – Present | Remote

Location: Cairo , Egypt Ramallah, Palestine

Project : Financial Performance & Working Capital Optimization

Key Achievements

- Restructured accounting and inventory systems to improve financial visibility and operational control
 - Developed cost and profitability analysis models by product category to support decision-making
 - Reduced Days Inventory Outstanding (**DIO**) by 57% (from 150 to 65 days) and improved cash flow by 65%
 - Strengthened receivables management, reducing balances over 180 days from 50% to 5% within 6 months
 - Increased overall profitability by up to 35% and improved **ROI** from 15% to 40%
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Accounting Clerk

Speed Click IT, Gaza, Palestine

2011 – 2023

Project : Revenue Recognition and Profitability Analysis Project

Key Achievements

- Redesigned revenue recognition for internet subscriptions (50–500 Mbps) using accrual accounting, improving accuracy and compliance
 - Segmented revenue and developed cost/profitability models by service tier to support decision-making
 - Identified ~40% loss-making customers and implemented pricing/upgrade strategies
 - Achieved a 55% increase in subscription revenue and ~60% overall profit growth
 - Strengthened financial controls, reconciliations, and collections, reducing average collection period (**DSO**) from 60 to 45 days
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Cost Accountant

Al Saadah Bakeries & Sweets Group, Abu Dhabi, UAE

2000 – 2010

Project : Inventory Control and Production Costing Optimization Project

Key Achievements

- Reorganized inventory into Raw Materials, WIP, and Finished Goods, improving tracking and cost visibility
 - Reduced raw material waste by 40% and lowered **DIO** from 75 to 45 days
 - Implemented production costing processes, enabling a shift from price-taker to price-maker strategy
 - Increased production by 35% and sales by 55% while reducing raw material costs by 20%
 - Improved cash flow and efficiency by reducing **DSO** from 75 to 45 days and increasing **ROI** from 18% to 35%
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Chief Accountant

Al-Nahda & Al-Enara General Contracting Establishment , Abu Dhabi, UAE

1990 – 2000

Project : Construction Revenue Recognition and Cost Control

Key Achievements

- Implemented percentage-of-completion revenue recognition, improving compliance and accuracy of financial reporting

- Developed detailed project cost estimation models, enabling better pricing decisions and increasing contract awards by ~25%
 - Established internal verification of project progress, ensuring accurate billing and timely cash collections
 - Increased annual project revenue by 35% and operating profit by 42% through improved cost control and monitoring
 - Strengthened project risk management and timeline control, eliminating delay penalties and reducing operational risks
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EDUCATION

Bachelor of Business Administration (Major in Accounting)

Credential evaluated by World Education Services (WES) – Canadian Equivalency:

Bachelor's Degree (Four Years)

Beirut Arab University, Beirut, Lebanon

1984

TRAINING

Canadian Tax Training (Personal Income Tax Level 1), Grade: 83%

H&R Block, London, ON

2025

- Hands-on training in T1 returns, client interviews, documentation, and compliance