



Shehryar Khan

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Work: Talhah Ibn Ubaydullah, As Safa, 48721 Al Wajh (Saudi Arabia)

ABOUT MYSELF

Motivated and detail-oriented Commercial Manager with five years of experience in cost estimation, contract management, and project budgeting across various sectors, including residential, commercial, and civil engineering. Proficient in analyzing project requirements, developing detailed cost plans, and ensuring financial control throughout the project lifecycle. Skilled in utilizing industry-standard software such as Microsoft Excel to deliver accurate and timely financial reporting.

WORK EXPERIENCE

Abdullah Bin Taleb Swimming pools Company – Al Wajh, Tabuk Area, Saudi Arabia

City: Al Wajh, Tabuk Area | Country: Saudi Arabia

Commercial Manager

[02/12/2024 – Current]

In my current role I successfully developed and implemented commercial strategies to achieve business goals within the project budget.

As the sole contractor of The Red Sea Global for building swimming pools, we specialize in design, construction and finishing of high-end swimming pools in luxury resorts.

One of my main responsibilities include estimation of the Interim payment application which is submitted monthly to our clients the RSG.

I have to make sure that there is smooth cashflows for the project to complete on time for this purpose I estimate accruals and cashflow forecasts.

The site office is located in AMAALA Triple Bay area with a total worth of the project is 6.1 billion SAR.

As a commercial manager I Oversee budgeting, forecasting, and financial reporting for commercial activities.

Analyze financial performance and identify areas for cost reduction and efficiency improvements.

I make sure that contracts are aligned with company objectives, terms are favorable, and risks are minimized.

I Manage and give input to commercial teams to achieve company goals and enhance team performance.

I Work cross-functionally with other departments (e.g., legal, finance, operations) to align commercial strategies and decisions.

Conducted variance analysis to identify discrepancies between projected and actual performance, developing action plans to address gaps.

Prepared and presented financial reports to senior management, highlighting trends, insights, and recommendations to optimize resource allocation

RABEH – Riyadh, Saudi Arabia

City: Riyadh | Country: Saudi Arabia

Financial & Commercial Officer

[10/06/2021 – 12/11/2023]

- Analyzed market trends and economic data to support investment decisions and financial strategies.
- I Developed and maintained relationships with key clients, contractors, and suppliers to enhance the company's reputation and competitiveness.
- Assisted in preparing monthly and quarterly financial statements, ensuring accuracy and compliance with regulations.
- Evaluated performance metrics and KPIs, providing actionable insights to senior management.

- As a commercial officer I worked closely with internal stakeholders to refine financial models and cost control analysis.
- Delivered presentations on market conditions and financial forecasts to key clients and stakeholders.
- Making new contracts and modify existing contracts based on the company preferences.
- Seek new areas for future investments and devise new strategies for cost minimization.

National Integrated Development Association – Kohistan, Pakistan

City: Kohistan | Country: Pakistan

Finance and Admin Officer

[01/08/2017 – 28/12/2020]

- Estimation of updating staff salaries according to the present tax policies.
- Inventory management and updating books for future use and audit purposes.
- Regular monthly and quarterly reporting of all financial activities.
- Entries of financial transaction and updating through the use of quick book software.
- Preparation of agreements with vendors.
- Coordination with external auditors and other stockholders.

Sarhad Rural Support Program – Peshawar, Pakistan

City: Peshawar | Country: Pakistan

Office assistant

[10/09/2013 – 15/09/2014]

- Providing day to day assistance to the higher staff at the office..
- Supervision of the lower staff and reporting it to the program manager.
- Ensuring smooth functioning of all related administration, logistic and transport in coordination with other staff.
- Ensuring reports delivery to partners, government ministries and headquarters.
- Supporting the field teams in conducting and evaluating household assessments to further increase their capacity.

EDUCATION AND TRAINING

Masters in Economics and Finance (83.6%)

Ca' Foscari University of Venice [22/09/2014 – 10/07/2017]

Address: Dorsoduro, 3246, 30123 Venice (Italy) | Website: www.unive.it | Level in EQF: EQF level 7

Advanced Corporate Finance, Corporate Banking, Financial Economics, Derivatives and Insurance, Financial Markets Accounting and Management, Statistical Methods for Risk Analysis, Risk Measurement, Stochastic calculus for finance, Stochastic Models for Finance, International Business Law.

Bachelor of Science in Economics (82.5%)

Institute Of Management Sciences [03/04/2009 – 10/12/2013]

Address: Hayatabad - Bara Rd, 25000 Peshawar (Pakistan) | Website: www.imsciences.edu.pk | Level in EQF: EQF level 6

Micro & Macro Economics, Mathematical Economics (I-II), Statistics (Descriptive and Inferential), Econometrics (I-II), Money, Banking And Finance, Monetary Economics, Developmental Economics, Labour Economics, Introduction to Accounting, Managerial Economics, International Finance, Introduction to Business & Management.

LANGUAGE SKILLS

Mother tongue(s): Pashto

Other language(s): English, Urdu, Italian

JOB-RELATED SKILLS

Job-related skills

Cost Estimation, Budget Management, Contract Administration, Risk Assessment, Financial analysis, Market research, Reporting and presentation, Knowledge of financial software, Problem solving, Ability to work under-pressure.

PERSONAL INTERESTS

Personal Interests

Attending business seminars and workshops, Volunteer work, Reading novels, Involvement in social and public events, Playing football, Hiking, Travelling.