

Zahid Aftab



Contact

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Languages

English– Advanced (Write, Speak, Read)
Urdu – Advanced (Write, Speak, Read)
Arabic – Basic (Speak, Read)

Prologue

- Iqama : 2467439614
- Iqama Profession: Branch Manager
- Iqama Validity: 31 Jan, 2026
- Visa Status: Transferable Iqama
- Contract End Date: Ended
- Marital Status: Married
- Contract Type: Family
- Dependents: 04
- Passport: AG1574564
- Nationality: Pakistani
- Date of Birth: 01 Sep, 1982
- Driving License: KSA & Dubai

Commercial & Budget Manager

Professional Summary

A qualified Manager with 21+ years of extensive exposure as Commercial & Budget manager in various industries (Manufacturing, Aviation, Trading, Shipping, Logistics, Transportation, Contracting & Marine Services) handling entire function of businesses , progressive and diversified experience in Commercial, Contracts, Supply Chain, Operations, Accounting & Finance, Budgeting and Internal Audit with proven abilities to manage businesses, grow portfolios and achieve targeted goals & objectives with perfection.

Expert Knowledge and in hand operating experience of Microsoft Office, ERP Software's SAP (FICO, MM & TM Modules), VESON IMOS (Integrated Maritime Operations System) & Veslink (Vessels Management), AX Microsoft Dynamics 2012, AS400 & Web based (American Designed), Visual Dolphin, e-MAS & emerald, Alamin Syrian Soft, SMACC (Saudi Software).

Skill Highlights

- | | |
|--|--------------------------------------|
| Commercial & Contracts Management | Budgeting & Financial Control |
| Business Planning & Strategy | Procurement & Vendor Management |
| Operation & Supply Chain Co-Ordination | Revenue & Profit Optimization |
| Project Management | ERP & Systems Expertise |
| Stakeholder Management | Data Analysis & Reporting |
| Leadership & Team Management | Budget Planning & Forecasting |
| Compliance & Risk Management | Cost Control & Efficiency Management |
| Financial Planning, Analysis & Reporting | Revenue & Expense Management |
| Problem Solving & Decision Making | Presentation & Reporting |
| Accounting & Financial Reporting | Strategic Business Growth |

Experience

- **Commercial & Budget Manager** -04/2022-11/2025
Integrated Marine Solutions Co. Ltd., Al Khobar, KSA
- **Supervisor- Billing & Costing** - 04/2019 to 03/2022
Arabian Agricultural Services Company (ARASCO), Dammam Br., KSA
- **Accounting Manager** - 09/2017 to 08/2018
Trust Pro Contracting Company, Jeddah, KSA

Notice Period

Immediate available

Career Timeline

- IMS, KSA


الحلول البحرية المتكاملة
Integrated Marine Solutions
- ARASCO, KSA


أراسكو
Logistics
- Trust Pro Contracting, KSA

- AlSaif Transport, KSA


السيف
ALSAIF
- Mexx Global, KSA


- LIFCO Group, DXB

- Buraq Star, DXB



شركة بحرية الصراف للتجارة الدولية
Buraq Star
TRADING CO. L.L.C
- PAC Kamra, PK


 **Finance Manager** - 01/2017 to 07/2017
Sons of Suleiman Al-Saif Land Transportation, Jeddah Br., KSA


 **Accounting Manager** - 03/2016 to 12/2016
Mexx Global Co. W.L.L., Jeddah Br., KSA

 **Senior Accountant** - 07/2012 to 06/2015
LIFCO Group of Companies (Al Obaidli Shipping), Dubai, U.A.E


 **Accountant General**- 09/2009 to 05/2012
Buraq Star Trading Co. L.L.C., Dubai, U.A.E

 **Accounts Assistant** - 03/2004 to 08/2009
Management Trainee- 03/2002 to 02/2004
Pakistan Aeronautical Complex (PAC), Kamra, Pakistan

Education

 **Master of Business Administration: Management & Finance**- 2007
COMSATS Institute of Information Technology, Islamabad, Pakistan

 **Bachelor of Arts: Political Science**- 2005
The University of Punjab, Lahore, Pakistan

 **F.Sc.:** Pre-Engineering- 2002
Government Degree College, Jaranwala, Pakistan

 **Matric:** Science- 1997
Government Higher Secondary School, Jaranwala, Pakistan

 **Association of Chartered Accountant (ACCA):** Level 1
ACCA Global (ACCA Student Number#5543662)



Certificates

 **How to Manage your Team Effectively:** Management- 2019
LEORON-Professional Development Institute, Riyadh, KSA

 **PMP Training:** Project Management- 2020
LEORON-Professional Development Institute, Riyadh, KSA


Projects Handled

 **Digitalization of Vessels (as per Saudi ARAMCO Specs), Inspection & Certification Services, Ship Chandler Project**- 2022 to 2025
@ Integrated Marine Solutions Co. Ltd.

 **King Abdulaziz International Airport Extension Project** - 2017
 **High Speed Railway Makkah Station Project**- 2018
@ Trust Pro Contracting Company, Jeddah, KSA

Commercial & Budget Manager




- Performed Duties and Responsibilities....

 **JF-17 Fighter Jet Manufacturing Project- 2006**
 **F6 Jet Fighter Rebuilding & Overhauling Project- 2004**
@ Pakistan Aeronautical Complex, Kamra, Pakistan

Duties & Responsibilities

-  Responsible for overseeing budgeting processes, commercial activities, and identifying growth opportunities includes managing client relationships, negotiating contracts, ensuring cost control, and driving business development to enhance the company's profitability.
-  Manage long-term contractual responsibilities with clients.
-  Implement and oversee internal controls within the organization.
-  Provide shared services support across departments.
-  Develop, implement, and control budgets for company & departments, ensuring cost efficiency.
-  Identify opportunities for new contracts and business growth.
-  Foster and manage client relationships to ensure satisfaction and continued partnerships.
-  Negotiate contract terms and oversee discussions for new projects.
-  Hire and manage contract vendors and ensure compliance with company standards.
-  Drive business development initiatives to enhance profitability and market share.
-  Develop financial models to support decision-making processes.
-  Analyze market trends to identify potential business opportunities and risks.
-  Ensure compliance with legal and regulatory requirements in budgeting and commercial activities.
-  Prepare and present financial reports and commercial insights to senior management.
-  Collaborate with other departments to streamline operations and achieve organizational goals.
-  Monitor and manage project costs, ensuring alignment with budget allocations.
-  Evaluate vendor performance and renegotiate terms to maximize value for company
-  Manage and supervise accounting & finance department day-to-day activities/functions
-  Prepare and present Monthly management Reports (Financial & MIS Reports)

Achievements

-  @Integarted Marine Solutions Co.
 -  Joined start-up company and made it well known and profitable within 01 year
 -  Negotiated & added 10 International companies as agencies under Integrated Marine Solutions Co. CR and managed their contracts including commercial & operational activities.