

# Ahmad Kassem

## Certified Public Accountant (CPA Candidate)

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### PROFESSIONAL SUMMARY

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Results-driven CPA with 12+ years of progressive experience in financial reporting, internal audit, budgeting & forecasting, ERP implementation, and tax compliance across manufacturing, FMCG, and systems integration industries. Proven track record of building robust accounting cycles, leading large teams, and delivering measurable improvements in financial performance and internal controls. Experienced working with Big Four auditors (E&Y, PwC) and managing multi-entity, multi-currency environments.

### PROFESSIONAL EXPERIENCE

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#### Independent Financial Consultant (CPA)

Oct 2023 – Present

**Self-Employed — Upwork Platform** | Dubai, UAE (Remote)

[Upwork.com/freelancers/ahmedkassimcpa](https://www.upwork.com/freelancers/ahmedkassimcpa)

Top-rated CPA consultant delivering financial, audit, and ERP solutions to 50+ clients globally across FMCG, trading, real estate, e-commerce, construction, and startup sectors. Total earnings: \$50,000+ USD.

#### Key Metrics:

- 50+ clients served across 6+ industries in the GCC, MENA, and international markets
- \$50,000+ USD in total earnings — reflecting consistent delivery of high-value engagements
- High repeat-client rate with long-term retainer relationships

#### Odoo ERP — Implementation, Consulting & Technical Solutions:

*Versions: Odoo 18 & 19 Enterprise | Modules: Accounting, Inventory, Sales/CRM, Purchase, MRP, HR & Payroll, E-commerce*

- Led full-cycle Odoo Enterprise implementations (v18 & v19) for clients across e-commerce, construction, trading, F&B, and manufacturing — managing the full project lifecycle from requirements gathering, scoping, and configuration through UAT, data migration, and go-live.
- Implemented and configured all core Odoo modules: Accounting & Finance, Inventory & Warehouse Management, Sales & CRM, Purchase, Manufacturing (MRP), HR & Payroll, and E-commerce/Website — delivering fully integrated business environments.
- Designed and structured chart-of-accounts, fiscal years, tax configurations, payment terms, and multi-currency setups tailored to each client's regulatory environment and business model.
- Configured Odoo Accounting end-to-end: bank journals, automated reconciliation rules, analytic accounting, cost centers, asset management, and financial reporting templates (P&L, Balance Sheet, Cash Flow).
- Set up Inventory valuation methods (FIFO, Average Cost), reordering rules, multi-warehouse routing, and lot/serial number tracking within Odoo Inventory & Warehouse modules.
- Built and customized Sales & CRM pipelines, pricelists, discount structures, and automated quotation/invoicing workflows to streamline order-to-cash cycles.
- Configured Purchase module with vendor pricelists, approval workflows, 3-way matching (PO → Receipt → Bill), and automated replenishment linked to MRP demand.
- Implemented Manufacturing (MRP) modules including Bills of Materials (BoM), work centers, production orders, and routing — enabling real-time production cost tracking.
- Set up HR & Payroll structures, contracts, leave management, attendance rules, and payslip computation aligned with local labor regulations.
- Integrated Odoo E-commerce/Website with backend inventory and accounting, enabling real-time stock visibility and automated revenue recognition on online orders.

**Technical: Shell, GitHub & 3rd Party Integrations:**

- Used GitHub for version control across client Odoo projects — managing repositories, branching strategies, pull requests, and code reviews to maintain clean deployment pipelines.
- Installed, tested, and configured third-party Odoo modules sourced from the Odoo App Store and GitHub repositories, evaluating compatibility with Enterprise versions and resolving dependency conflicts.
- Diagnosed and patched bugs in Odoo modules using Shell access and code-level investigation — delivering fixes without requiring full module replacements.
- Managed Odoo upgrades and module migrations, ensuring data integrity and business continuity across version transitions.

**Financial Reporting & Analysis:**

- Prepared IFRS-compliant financial statements (P&L, Balance Sheet, Cash Flow) for SMEs and growing businesses.
- Delivered monthly and quarterly management reports with KPI dashboards and executive commentary.
- Conducted detailed variance analysis (actual vs. budget) and provided corrective recommendations.

**Budgeting & Forecasting:**

- Built annual budgets, rolling forecasts, and 3–5 year financial models for clients across trading, F&B, and real estate.
- Designed scenario analyses and sensitivity models to guide strategic decisions under uncertainty.

**Internal Audit & Controls:**

- Performed internal audit engagements for startups and SMEs, identifying control gaps and recommending remediation.
- Developed Standard Operating Procedures (SOPs) for accounting cycles including AP, AR, payroll, and inventory.
- Assessed risk frameworks and produced audit reports with prioritized action plans.

**Tax Compliance & Multi-Jurisdiction Advisory:**

*Jurisdictions: Egypt | UAE | Saudi Arabia (ZATCA) | United States (Federal & State)*

- Managed full Egyptian tax compliance cycle: Corporate Income Tax preparation and filing, VAT (quarterly/monthly returns), Withholding Tax (WHT) on local and cross-border payments, Stamp Duty, and Social Insurance — ensuring on-time submissions and zero-penalty records.
- Advised clients on Egyptian Tax Authority (ETA) requirements, supported tax inspection responses, and prepared documentation packages for tax audits and dispute resolution.
- Handled UAE VAT compliance for clients operating in the UAE — including VAT registration, tax group structuring, input/output reconciliation, and quarterly FTA return filing in accordance with Federal Decree-Law No. 8 of 2017.
- Managed Saudi Arabia ZATCA compliance for clients subject to Saudi VAT — including e-invoicing (Fatoorah Phase 1 & 2) requirements, VAT return preparation, and alignment with ZATCA's Zakat and tax regulations for foreign-owned and mixed entities.
- Prepared US Federal Individual Income Tax returns (Form 1040) for expats and non-resident aliens, applying FEIE (Foreign Earned Income Exclusion), foreign tax credits, and tax treaty provisions to minimize double-taxation exposure.
- Prepared and advised on US C-Corporation (Form 1120) tax returns — covering corporate income tax computation, estimated tax payments, depreciation schedules, and dividends distribution planning.
- Handled US S-Corporation (Form 1120-S) returns — including shareholder K-1 allocations, basis tracking, reasonable compensation analysis, and pass-through income reporting at the individual level.
- Advised business owners on entity structure selection (C-Corp vs. S-Corp vs. LLC) based on tax efficiency, profit distribution strategy, liability protection, and future funding plans.
- Applied cross-border tax planning strategies for clients operating across Egypt, GCC, and the US — leveraging tax treaties, foreign tax credits, and jurisdictional structuring to reduce overall effective tax rates.

**Bookkeeping & Reconciliations:**

- Managed full-cycle bookkeeping for multiple clients simultaneously, ensuring accuracy and timely monthly closes.
- Performed bank, AP, AR, and intercompany reconciliations, resolving discrepancies and maintaining clean ledgers.

## Group Financial Auditor

Oct 2022 – Oct 2023

**Marbella for Foods Industries** | 6th October City, Egypt

*Multi-entity food manufacturing and warehousing group with separate factory operations.*

- Developed and executed audit plans, ensuring compliance with internal policies and IFRS/Egyptian accounting standards.
- Led risk assessments and produced audit reports with actionable, prioritized recommendations.
- Improved accuracy of financial statements and reduced audit discrepancies by 20%.
- Reviewed and validated monthly published financial statements, checking variances and reconciliations.
- Audited accounting workflows and tested control cycles across entities.

## Chief Accountant

Aug 2020 – Sep 2022

**Raya Foods Trading (RFT) — Raya Holding Group** | 6th October City, Egypt

*FMCG distributor sourcing from top Egyptian brands; an arm's-length entity of Raya Holding for Financial Investments.*

- Managed full financial reporting suite: P&L, Balance Sheet, and Cash Flow statements.
- Oversaw CapEx and OpEx budgeting with optimal resource allocation aligned to organizational objectives.
- Conducted cash flow forecasting and treasury management, ensuring compliance with debt covenants.
- Collaborated with senior management on strategic planning and profitability analysis.
- Coordinated annual external audit requirements with Ernst & Young (E&Y).
- Led a team of 6 head accountants and 30 sub-accountants across branch network.

## Key Achievement:

- Improved accounts payable (payouts) and receivable (collections) cycle efficiency by 30%.

## General Ledger Accountant

Nov 2016 – Jul 2020

**Egyptian Kuwaiti Foundry (EKF) — Subsidiary of Egyptian German Automotive (EGA)** | 6th October City, Egypt

*Manufacturing facility specializing in automotive spare parts for local and international markets.*

- Managed GL operations and regular reports to CFO.

## Payables Accountant

Dec 2014 – Oct 2016

**Elif Global** | 6th October City, Egypt

## EDUCATION & CERTIFICATIONS

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### Bachelor of Commerce (English Section) — Accounting Major

Mansoura University, Egypt | Graduated May 2014

### Certified Public Accountant (CPA) — Candidate | AICPA

Guam Board of Accountancy | License #01663709 | Exam in progress (retaking to renew credits)

- Financial Accounting & Reporting: 85%
- Auditing & Attestation: 78%
- Business Environment & Concepts: 91%

## CORE SKILLS

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**ERP & Implementation:** Odoo 18 & 19 Enterprise (full-cycle), QuickBooks, Microsoft Dynamics, SAP, Oracle

**Odoo Modules:** Accounting, Inventory, Sales/CRM, Purchase, MRP, HR & Payroll, E-commerce

**Financial Reporting:** IFRS, P&L, Balance Sheet, Cash Flow, Consolidation

**Budgeting & Forecasting:** Annual budgeting, rolling forecasts, variance analysis, scenario modeling

**Auditing:** Internal controls, risk assessment, SOPs, audit planning & execution

**Tax Compliance:** Egyptian Income Tax, VAT, Withholding Tax (WHT)

**Leadership:** Team management, task delegation, cross-functional collaboration

## REFERENCES

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*Available upon request.*