Abdul O Mohamed MBA, CMS
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EXECUTIVE LEVEL: FINANCE

Business Development • Financial Management • Profit & Loss Accountability • Budgeting • Forecasting
Market Penetration • Financial Product Development & Rollout • Strategic Planning • Start-Up Initiatives
Business Turn-Around • Channel Building • Relationship Building • C-Level Relations • Fortune 500 Negotiations
Customer-Focused Selling • Mentoring & Training • Proposal Development • Cost-Savings • Quality Control
Opportunity Development • Performance Enhancement • Strategic Partnership Management

Professional Experiences:

2009 – Present **Corporate Finance Consultant (sharia Compliant Investment)**
COLEMAN RESEARCH FORUM. NEW YORK, NY (Telecommute Only)
Well known consulting firm**.**

Responsibilities: Corporate Financial Consulting to fortune 500 in the United States, Coleman Research is a full service consulting firm; my area of expertise is Islamic finance, corporate finance, Commercial real estate finance, Project development and management. Also I am license Commercial real agent in the State of Georgia, United of America.
I worked in major financial institution that finances all kind of real estate. At the moment I am doing research of Islamic finance for Coleman's client in the United States. I've earned an MBA in finance.

2004 - 2008 **Finance Director**
LEHMAN BROTHERS. NEW YORK, NY (ATLANTA, GA location, Southeast Territory)
Provider of Commercial and Residential lending in all 50 U.S. states with annual revenue of $94b.

Responsibilities: C-Level Executive who played an integral role in increasing the company's annual revenue from $32M to $148M in 4 years by managing all real estate activity, including selling to Secondary Markets and initiating all forecasting and budgeting. Assist in selecting land developments, prepare financial reports, study market conditions, rollout products, train sales force and conduct competitive analysis.

- Results-driven senior finance officer with over 21 years of diverse experience in business development, full P&L financial management and real estate Sales management.
- Proven expertise in budgeting, short and long-term strategic planning and execution, product development, rollout and market penetration, channel building to improve profit center performance, and streamlining operating procedures to maximize ROI.
- Skilled at developing strategic relationships with customers and Fortune 500 partners and aligning key decision makers with business objectives, instilling a sense of common purpose and solidifying mutually-beneficial financial agreements.
- Visionary leader adept at selecting, motivating and training staff to increase performance.
- Excel at building qualified teams, developing high-impact proposals and presentations and creating innovative solutions to business challenges.
- Proficient in financial technology systems such as Calyx, Encompass and Genesis and multi-lingual.

2002 - 2004 **Finance Manager: IMPAC COMMERCIAL CAPITAL CORPORATION, Irvine, California. (ATLANTA, GA location, Southeast Territory)** owned subsidiary of IMPAC Mortgage Holdings (IMH_NYSE) and $23B mortgage REIT. Leading multi-family and multi-tenant lender in the country.

Responsibilities: Marketed commercial and multi-family loans from $500K to $5M+ by hiring, training and managing a network of 300+ elite commercial brokers in the Southeast who analyzed, sized and packaged complete operating and credit packages and provided continual, reliable sales volume. Traveled 75% of time, including monthly meetings to corporate headquarters for sales strategy meetings and trainings.

- Won Business Development Manager of the Year award for 3 consecutive years.
- Generated more than $28M in business in 12 months.
- Facilitated in-house training to brokers to assist them in closing more deals.
- Recommended trade show attendance for the first time in company history and organized and attended shows to generate new business.

1994 – 2004 **Finance Manager at the RICK CASE AUTO MALL, Duluth, Georgia •**
Mega dealer of 6 brand name cars with locations in four states, $12M in monthly sales and $3M in monthly revenue.

Responsibilities: Created financing for new car purchases, reviewing credit reports and matching customers with lenders that would approve their applications, during 12-hour shifts, 6 days per week. Built valuable relationships with lenders to ensure and complete files for funding. Advised General Manager of inventory interest and recommended more cost-effective inventory options.

- Awarded for breaking revenue-generating record by earning $100K in revenue in 1 month, the highest sum ever produced by a finance manager in the company's 35-year history.
- Saved $12K in interest charges in 1 year by directly influencing the owner to change the external company that had been managing inventory financing for 25 years.
- Improved quality control and expedited loan application procedures by training sales force.

Additional qualifications:

- Increased sales by 28% by introducing online application and originating.
- Saved $1.5M in office overhead costs by moving sales force from office-based to home-based.
- Created incentive program to attract seasoned sales producers to company and boost sales force commissions.
- Initiated successful referral program and eased the underwriting guidelines for self-employed borrowers that encouraged mortgage brokers to select Lehman over competition and made company the #1 choice for their self-employed clients.
- Recommended revenue-generating shift from newspaper advertising to targeted direct mail to apartment owners, retail shopping center owners and land developers, and focused advertising in Latin media to connect with growing Spanish population in Atlanta area.
- Oversaw annual Sales Operation Market Value Pay analysis and administration to deliver increases to over 2,000 sales operations through this single point of pay program.
- Managed operations Wage Authority process for our companies.
- Task force leader to develop predictive tool to forecast sales person compensation earnings trends. Modeled financial impact of compensation plans.
- Design sales compensation programs-bonus, earnings maintenance-for field pilots. Modeled financial impact of compensation plans. Analyzed pilot request results to determine effective program design.
- Provided research for High Performance Rewards and Recognition Project with national Human Resources consulting firm to determine new sales compensation strategy for the Company. Oversaw implementation and communication of new strategy and design.
- Oversaw Sales project Approval Request process for field organization for major re-engineering projects.
- Subject matter expert for shares services project for all Company to develop integrated Human Resources administration systems and processes.

CAREER NOTE: Previous position included Jr. Accountant for The NASA Hubble Telescope Project, Baltimore, Maryland, in cooperation with John Hopkins University (1989-1994).

Education:

2003 **Master of Business Administration in Finance**
Almeda University, U.S.A

1986 **Bachelor of Science in Commerce (Dean's List)**
University of Poona
Pune, India

2000 **Certified Mortgage Finance Specialist**
Capstone institute
Atlanta, GA. U.S.A

Citizenship: United Stated of America
Legal Resident: U.SA
References Available upon request