



# Mohamed Feroz

Head of Finance, expert with-  
in Mergers and Acquisitions  
to maximise growth, turnover  
and profit.

London | Finance

📍 London, UK

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## About

I am an ACCA-qualified Head of Finance, expert in leading financial transformations to ensure sustainability and growth within Mergers and Acquisitions. I have raised £multi-million financing to support organisations' expansion strategies, presenting detailed financial analyses and business modelling to Boards, banks and potential investors to evaluate the viability of new investments.

For companies undergoing significant transformation, I am able to re-engineer financial processes to drive operational and cost efficiencies across the business with minimal impact to business activities. I am adept at assembling and leading high-performing Finance teams, combining robust performance management with a decisive leadership style. My career experience spans a variety of sectors, including Telecommunications and IT.

A notable achievement of mine was raising finance to acquire Orbtalk Ltd (2018) and Voice 2 Voice Ltd (2019); I subsequently oversaw post-acquisition integration to the Telappliant Group, implemented a complete business restructure, and doubled the turnover over 2 years.

I pride myself on being both strategic and detail-oriented, seeing the bigger picture whilst quickly 'getting to the heart' of a problem. With a positive approach to meeting new challenges, I continually look for ways to create added value for businesses. I strongly believe in mentoring team members to develop their skills and business confidence and, throughout my career, I have successfully coached many junior members of staff.

### Key Skills:

Valuing Acquisition Targets (SMEs) / Raising Finance for Business Acquisitions / Business Restructuring / Financial & Management Accounting / Data Analytics / Budgeting & Forecasting / Change & Risk Management / Process Re-Engineering / Team Leadership & Development / Cash Flow Management & Cost Savings / Strategic Business Planning / Financial Modelling / Stakeholder Management / New Business Integration / Due Diligence / Problem-Solving / SAP ERP / Sage Line 50 / Navision Attain / Tally / Quick Books Pro / MRI-Qube / Microsoft Excel, PowerPoint, & Word.

### BRANDS WORKED WITH

- Augur Investments Limited - UK
- Empowered SMS Limited
- EuropeBynet UK Limited
- Fashioncrest (London) Ltd & Pound Express Ltd
- KPMG
- Lindner Plc
- Peachtree Services Ltd
- Perland Properties Limited - UK
- Telappliant
- Xtec Communications Ltd

## Experience



### ● Head Of Finance

Telappliant | May 2016 -

Telappliant is an award-winning UK-based SME, providing VoIP-based telephone services and managed IT Services to businesses and customers around the world.

Responsible for all financial management across the Group's operations; active Board member since 2016. Manage a team of 7 (2 Management Accountants and 5 Finance Assistants) to support Board's financial decision-making.

Raised finance to acquire Orbtalk Ltd (2018) and Voice 2 Voice Ltd (2019); post-acquisition, prepared and implemented complete business restructure for the Group and improved EBITDA by 50% per year; currently working on 2 further acquisitions to grow turnover by £8m.

Improved working capital by INSERT through re-defined credit control

processes.

Identified and claimed substantial R&D refund from HMRC over 3 years.

Contribute to development of strategy across all areas of business, challenging assumptions and decisions, providing cost analyses and guidance on activities, plans, targets and business drivers.

Perform due diligence on potential targets and identify synergistic savings; prepare comprehensive reports on financial position of targets.

Liaise with internal software developers and external consultants to improve leads-to-cash processes; lead Tax Planning while liaising with HMRC, overseeing VAT, PAYE and Corporation Tax calculations.

Transformed Finance team into best-performing team across Telappliant Group.

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## ● Financial Controller

Peachtree Services Ltd | Nov 2015 - Apr 2016

Peachtree Services Ltd (Group) a property investment and development business whose principal purpose is to acquire under-performing assets in residential, commercial & industrial Properties and add value through improved asset management.

Report to FD, managing a team of 2 Finance Assistants, and responsible for overall control and responsibility for all financial aspects of company strategy.

Manage the finance team to complete the annual budget, month end accounts, VAT returns, bank and balance sheet reconciliations, accruals and prepayments, audits and year end statutory accounts.

Prepare and present consolidated management accounts with scenario based cash flow forecast, P&L forecast and departmental budget information to the Board.

Prepare annual service charge budget for the group and completed year end reconciliation.

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## ● Financial Controller

Empowered SMS Limited | Dec 2013 - Nov 2015

Empowered Group provides expertise in Server & Storage, Networking, Wireless Network, Desktop, EPOS, and AV to Resellers, Managed Service Providers and Distributors across the UK.

- Report to CEO, managing a team of 2 Financial Managers and 2 Finance Assistants, and responsible for overall control and responsibility for all financial aspects of company strategy.

- Manage the finance team to complete the preparation of annual budgeting, month end accounts, VAT returns, bank and balance sheet reconciliations, accruals and prepayments, audits and year end statutory accounts.

- Prepare and present scenario based cash flow forecast, P&L forecast and departmental budget information to the Board.

Key Achievements:

Proactively identified and recommended efficiency improvements, which reduced overall costs by 40% during Q1 2014.

Successfully secured £300k R&D tax refund from UK HMRC in Mar 2014 (back dated to 2011), which had not been applied for by Order-Work's previous accountant and smoothed the way for a further claim of £70-100k for the current year.

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### ● Financial Controller

Augur Investments Limited - UK | Jul 2012 - Aug 2013

Augur Investments is a property investment and development business whose principal purpose is to acquire under-performing assets and add value through improved asset management and effective development solutions.

- Reported to CEO, with responsibility for providing project activity report including quarterly consolidated management accounts with cash flow, budgets and variance analysis.
- Supported 4 key projects with a combined value of over £200m: Napier Park (Residential & Commercial Property Development); Northern Ireland Portfolio (Asset Management Service for Nationwide Building Society); Arndale House (Retail & Office Refurbishment); and Rawson Quarter (Investment Management).
- Reviewed various JV company accounts under IFRS as well as UK GAAP, compiling and preparing year end accounts for LLPS, Limited companies and trusts with quarterly compliance report.

Key Achievement:

- Reduced corporate costs by 80% through negotiation and bringing work in house.

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### ● Group Accountant

Perland Properties Limited - UK | Mar 2008 - Jul 2012

Perland Properties Limited is part of an International Group of Companies that has interests in shipping, Trading, Manufacturing & Real Estate in different parts of the world.

- Reported to CEO.
- Prepared consolidated monthly, quarterly management accounts with variance analysis.
- Oversaw sales and purchase ledger, reconciling bank accounts of 4 multicurrency accounts.
- Compiled consolidated VAT return, monthly payroll, P11Ds and filed Companies House returns.

Key Achievements:

- Property Group: Successfully transferred the accounting system from Tally to Sage Line 50.
- Electronic Products Exports: Managed to increase number of key suppliers from 3 to 20 and increased turnover by 200% from UK to Gibraltar based business.
- Electronic Retail Sales (Gibraltar): Improved the performance through introducing new internal control processes with the improved ERP system for the business based in Gibraltar.

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- **Group Accountant**

EuropeBynet UK Limited | Sep 2006 - Feb 2008

- **Accountant**

Lindner Plc | Jun 2006 - Aug 2006

- **Accountant**

Xtec Communications Ltd | Feb 2005 - May 2006

- **Assistant Accountant**

Fashioncrest (London) Ltd & Pound Express Ltd | Apr 2002 - Feb 2005

- **Audit Trainee**

KPMG | Jan 2000 - Jan 2001

## **Education & Training**

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2002 - 2008

- **ACCA**

MEMBER ACCA,

1996 - 2000

- **University of Colombo**

BBA,