



Sultan Ahmed

Business Transformation and Financial Management

Sultan is a results-driven finance leader with expertise in strategic planning, FP&A, and operational optimization. Skilled in capital planning, project management, and data-driven decision-making, he has a proven track record across food, utilities, technology, and real estate sectors. He excels at diagnosing underperformance, implementing efficiency improvements, and driving profitability. A strong communicator and hands-on leader, Sultan delivers measurable results by aligning financial strategies with business goals.

SELECTED ACHIEVEMENTS

- Developed financial models and business plans for multiple residential construction projects, ensuring accurate forecasting and strategic decision-making.
- Carried out business analysis between lease or build scenarios for warehousing to align with business goals.
- Developed a financial strategy that successfully turned around a loss-making business, achieving \$300K in monthly savings through location optimization and subsidy payments.
- Spearheaded a client retention strategy by creating a client analysis tool, which enabled the development of tailored plans for individual clients. This focused approach to key accounts resulted in a 10% year-over-year improvement in client retention.
- Successfully led and integrated a cross-functional team of 15 across Accounting, Admin Services, HR, IT, and Supply Chain Operations, driving cohesive performance and operational excellence.
- Increased profitability of a food distribution business unit by 6% through detailed analysis and a strategic focus on higher-margin product lines.
- Established a business intelligence team and enhanced the financial monitoring and reporting platform, eliminating manual processes, saving 10 hours monthly, and increasing transparency.
- Restructured the accounting department and processes for a \$50M food distribution business, leading to an 80% increase in accuracy and significantly enhancing employee engagement
- Conducted a strategic analysis of employee compensation leading to improved employee engagement and achieving the best revenue performance to date.

PRIOR EXPERIENCE

- The Osborne Group
 - Sistering
 - Fontbonne Ministries
 - Calgary Ski Club
 - Z'gamok Construction
 - Magnetawan First Nation
 - Uquutaq Society
 - Mohawk Council of Kahnawake
- Mrakovic – Financial Consultant
- Alpha Medical Lab –Vice President of Finance and Supply Chain
- Affinity Sales Group – Director of Finance & Admin Services
- Sofina Foods Inc. - Corporate Controller
- Baylin Technologies Inc. - Senior Manager - Finance
- Enercare Inc – Finance Manager- Corporate FP&A and Reporting
- Bell Canada Inc – Finance Manager – External Wireless Commission
- Rogers Communication Inc – Financial Analyst – External Wireless Commission
- MHAO Dubai (Avis Rent a Car, Bosch Home Appliances, Xerox) – Finance Manager
- Dubai Holding (The Lagoons Project) Real Estate Development – Assistant Manager Development
- Arthur Andersen & Ernst & Young– Audit

QUALIFICATIONS

- MBA (Finance) – Manchester Business School, UK
- CPA – CGA, Ontario
- Bachelor of Science in Applied Accounting – Oxford Brookes University, UK
- Fellow of Chartered Certified Accountants, UK

