

DILEEP KUMAR, CMA,CSCA

Strategic Finance & Transformation Leader | Driving Growth, Profitability & Operational Excellence

971501753891

dileepauh@gmail.com

www.linkedin.com/in/dileep-kumar-76ba221a/

PROFILE SUMMARY

- Strategic Financial Leadership:** Accomplished Finance & FP&A Leader with 18+ years across **Expo City Dubai, Lulu Group (Tablez), and Lagardère Travel Retail**, driving **financial strategy, P&L management, and board-level reporting** for large-scale F&B, retail, and real estate portfolios across the GCC.
- Data-Driven Decision Excellence:** Expert in **budgeting, forecasting, and enterprise analytics**, harnessing **Power BI, SAP FICO and MS Dynamics 365** to convert data insights into actionable business intelligence that elevates profitability and operational efficiency.
- Executive Business Partnering:** Trusted advisor to CEOs and Boards, steering **strategic planning, investment evaluations and commercial governance** to ensure alignment between financial goals, organizational strategy and long-term value creation.
- Transformational Impact & Performance Optimization:** Designed and institutionalized **automated FP&A frameworks** that reduced reporting cycles enhanced forecast accuracy and implemented governance for **AED 300M CapEx/OpEx** portfolios—strengthening financial discipline and decision agility.
- Leadership & Organizational Development:** Renowned for **building and mentoring high-performing FP&A teams**, embedding analytical rigor, and fostering a culture of accountability, innovation, and cross-functional collaboration across diverse business verticals.
- Global Credentials & Strategic Foresight:** Certified **CMA (USA)** and **CSCA (IMA, USA)** professional with advanced credentials in **Data Analytics, IFRS, and Financial Leadership**, blending technical acumen with strategic foresight to drive enterprise transformation and sustainable growth.

CAREER TIMELINE



WORK EXPERIENCE

Oct'21- Present | Expo City Dubai

Growth Path:

Oct'21-Mar'24

Commercial Finance Manager

Apr'24- Till Now

Manager FP&A Visitation & Programming

Key Result Areas:

- Leading **FP&A operations across four divisions**, partnering with the VP, CMO Office, to align financial planning with strategic objectives and business growth priorities.
- Designing and **automating P&L, budget, and KPI dashboards** using **Power BI and Dynamics 365**, reducing reporting cycles by **40%** and enhancing decision-making speed.
- Preparing **CEO- and Board-level reports** on visitation metrics, revenue drivers & cost performance, providing actionable insights that influence citywide event & programming strategy.
- Partnering with **Programming, Events, and Commercial teams** to translate strategic goals into financial targets, strengthening cross-functional collaboration and accountability.
- Strengthening forecasting models and variance analysis**, improving **budget accuracy by 12% YoY** and enhancing predictive insights for upcoming projects and seasonal planning.

CORE COMPETENCIES

- Financial Planning & Analysis (FP&A) Leadership
- P&L Ownership & Financial Strategy
- Budgeting, Forecasting & Variance Analysis
- Board & Executive Reporting
- Strategic Business Partnering
- Corporate Strategy & Financial Governance
- Performance & Risk Analytics
- Process Automation & Digital Transformation
- CapEx & OpEx Management
- Profitability & Cost Optimization
- F&B, Retail & Real Estate Finance
- Cross-Functional Leadership & Collaboration
- Financial Modelling & Decision Support
- Stakeholder Management & Investor Relations

SOFT SKILLS



NOTABLE ACCOMPLISHMENTS

- Expo 2020 Dubai Award
- COP28 UAE Appreciation
- CSCA Completion Memento

PROFESSIONAL QUALIFICATION

- Diploma in IFRS (ACCA)** (Exam Dec 2025)
- Certified Management Accountant** from CMA (USA)
- Certified in Strategy & Competitive Analysis** from CSCA (IMA, USA)
- Certified in Data Analytics & Visualization Fundamental** from IMA
- ISO Implementation Course** from TÜV Nord

- Monitoring and optimizing **operational and event-related expenses**, identifying cost-saving opportunities while maintaining service excellence and stakeholder satisfaction.
- Implementing **financial governance and reporting frameworks** to ensure transparency, compliance, and alignment with corporate and regulatory standards.
- **Managed financial oversight of retail and F&B leasing portfolios**, including rent modeling, ROI evaluation, and commercial term analysis for new and renewed leases.
- **Partnered with Leasing and Legal departments** to review Head of Terms (HOTs), monitor renewals, and align lease structures with profitability and cost recovery objectives.
- **Tracked tenant performance and lease compliance**, developing monthly dashboards on occupancy, rental income, and variance trends across multiple property assets.
- **Ensured lease documentation and property transactions adhered to DLD/RERA regulations**, supporting governance, audit readiness, and financial reporting accuracy.

Oct'16-Sept'21 | Tablez Food Company, Abu Dhabi as Cost Control Manager

Key Result Areas:

- Directed finance and cost control across **36 F&B outlets in GCC & India**, overseeing pricing, inventory, and performance reporting.
- **Implemented Power BI flash cost reports**, reducing wastage and **purchase variances by 3%**.
- Supported **ERP rollout (MS Dynamics AX R12)** across 5 countries, achieving **2% operational cost reduction**.
- Enhanced profitability through **menu engineering and margin analysis**, optimizing SKU-level contribution.
- Delivered **management MIS reports and dashboards** that improved data-led decision-making and profitability visibility.

Oct'14-Sept'16 | Lagardère Travel Retail, Abu Dhabi as Head of Cost Control

Key Result Areas:

- Managed **travel retail finance operations** across multiple airport locations, embedding SAP-driven process controls and financial governance.
- Developed and implemented **cost control frameworks** to monitor and optimize F&B operations, aligning with strategic revenue targets.
- Trained and mentored **5 regional managers**, driving adoption of standardized reporting, process compliance, and operational finance best practices.
- Reduced **food costs by 3%** and increased revenue by **15%** through optimized processes and SAP automation.
- Enhanced operational finance efficiency by **25%** via targeted team training and process standardization.

Nov'05-Sept'14 | SFC Group, Dubai as Divisional Cost Controller

Key Result Areas:

- Progressed from Accounts Officer to Divisional Cost Controller, leading **central kitchen and 20+ outlet finance operations** across the GCC.
- Designed **menu engineering strategies and inventory controls**, reducing food wastage and improving operational margins.
- Developed reporting and analysis frameworks to monitor **key operational KPIs**, enabling proactive cost management.
- Reduced food wastage by **7%** while boosting overall margins through strategic menu and inventory optimization.

Jan'04-Oct'05 | Hamid Hussain & Co., Kerala as Assistant Auditor

Key Result Areas:

- Supported audits across **cash, AP/AR and internal controls** for clients in multiple industries, ensuring compliance with statutory and financial standards.
- Contributed to **enhanced financial control & compliance** for clients through diligent audit support.

TECHNICAL SKILLS

Finance Transformation & Automation:

Power BI Dashboard Development, Power Query, Excel Modeling, Intelligent Financial Reporting, Next-Generation Performance Dashboards

ERP & Accounting Systems:

SAP FICO, Microsoft Dynamics AX/365, Fidelio, Microsoft Access

EDUCATION



2002: Master of Commerce (M.Com.)

University of Calicut

1999: Bachelor of Commerce (B.Com.)

University of Calicut

PERSONAL DETAILS

Languages Known: English, Hindi, Arabic, Malayalam

Address: Abu Dhabi, UAE

Profile ID : www.dileeps.com