

MOHAMMED HUSSAIN

mohammed.hussain23@hotmail.com | 07740049592 | [Linkedin](#) | mohammedh.co | Nottingham

SUMMARY

Strategic Finance professional with 11 years' experience partnering globally (US, EMEA, India, UAE) with commercial, product, and GTM teams in high-growth tech environments. Track record of building finance infrastructure from the ground up automating reporting, eliminating manual processes, and translating financial data into decisions that drive revenue and margin. Experience spans Series D startups (Builder.ai), scale-ups (Digital Science), and large corporate (Amazon, \$10bn budget ownership).

Technical skills: Anaplan, ERP (Netsuite, Xero, Cognos/TM1), Excel/GSuite, Financial Model Automations (Power Query, VBA, Apps Script), Data Visualisation (Power BI, R, Python), SQL, Salesforce

EXPERIENCE

Commercial Finance Business Partner (Sep 2025 - Present)

Digital Science (Tech company helping to advance research) | London

Focus: Scaling infrastructure and driving commercial value for sales, marketing, and ops

- 10% improvement in month-end insight speed by automating headcount reporting using GenAI, enabling faster strategic decision-making
- 30% cost saving (£200k) by identifying overspend in Salesforce variable costs and implementing controls with commercial and ops leadership, improving margin discipline and forecast accuracy
- £200k cost visibility restored by identifying missing accruals, directly preventing misinformed cost reductions and strengthening confidence in functional cost base
- 0.5 FTE capacity unlocked by transforming legacy reporting into an automated NetSuite-driven framework, enabling real-time financial insights at scale
- Improved ROI visibility across GTM channels by restructuring marketing cost centres by customer segment, enabling clearer investment prioritisation and data-driven capital allocation
- Increased revenue and margin visibility by partnering with operations to optimise the commercial tech stack, enabling reliable data flows across core systems

Strategic Finance Manager (Jun 2022 - Apr 2025)

Builder.ai (Series D Startup - App Development) | Hybrid (1-day London)

Focus: Scaling for growth and liquidity

- 10x liquidity expansion by partnering with Product to implement a BNPL infrastructure, converting 12-month receivables into upfront cash, accelerating commissions and improving sales performance across US and EMEA
- 20% reduction in month-end errors by strengthening financial controls across tooling spend and GL governance, improving reliability of investment and capital allocation decisions
- 10% reallocation of marketing spend from underperforming channels, improving ROI visibility and enabling more efficient GTM investment decisions
- Real-time visibility across 20+ KPIs (MRR, ARR, funnel metrics) delivered to leadership, accelerating identification of growth drivers and operational inefficiencies across the business
- 8 hours/month saved by automating sales commissions reporting via a custom-built application, improving transparency and trust in incentive structures

FP&A Lead (May 2019 - Oct 2021)

Amazon | Luxembourg

Focus: Large-scale budget ownership and process transformation

- \$10bn budget ownership delivered under high volatility by leading EU logistics financial planning during COVID, maintaining cost control and supporting operational continuity
- 50% reduction in planning cycle time by transforming EU-wide planning processes, enabling faster, data-driven decision-making across regional leadership teams
- \$16m reporting discrepancy resolved by partnering with US tech teams to identify and fix a finance systems error, restoring data integrity and strengthening governance
- 66% reduction in data archiving time by automating workflows using SQL, improving planning readiness and operational efficiency
- Improved team capability by coaching 2 interns on variance analysis, automation, and stakeholder engagement in a high-performance finance environment

Senior FP&A Analyst (Jan 2016 - Apr 2019)

BCA Logistics (Automotive logistics business) | Birmingham

- £100k incremental ARR generated by aligning customer contracts with strategic growth objectives in partnership with revenue teams
- 50% reduction in reconciliation time by automating month-end reporting processes, enabling greater focus on strategic FP&A activities
- 2+ days/month saved by implementing a data warehouse for reporting, improving data accessibility and reducing manual consolidation effort

Corporate Finance Executive (Mar 2015 – Dec 2015)

Miramar Services (M&A business) | Birmingham

- Built dynamic 3-way financial models to support scenario planning for M&A deals
- End-to-end deal execution led by conducting financial due diligence and valuations across transactions up to £50m
- Successful deal outcomes supported including a £20m acquisition, £3m fundraise, and £7m disposal

EDUCATION

- ACCA | Part-qualified, actively completing
- Financial Modeling and Valuations | Investment Banking Institute
- BSc Actuarial Science | Keele University (Top 10% of my cohort)
- A-Levels: Maths (A), Chemistry (B), Psychology (C) | Heart of England College

OTHER

- Articles (Authored thought pieces on FP&A, Strategy, and governance):
<https://fpa-trends.com/author/mohammed-hussain>
- Languages: English, Urdu, French (conversational), Spanish (learning)
- Salsa mambo dancer, meditation coach, career mentor