

MOHAMMED HUSSAIN

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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). Actively completing ACCA.

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 Partner (Sep 2025 - Present)

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

- Own the budgeting and forecasting process for marketing, sales, and operations, translating strategic growth plans into accurate financial forecasts
- Identified a 30% overspend in Salesforce variable costs (c£200k) and partnered with commercial and ops leadership to implement cost controls, improving margin discipline and forecast accuracy
- Designed and deployed a GenAI-powered headcount planning infrastructure, giving leadership full visibility of resource allocation and improving speed and quality of month-end insights by 10%
- Transformed legacy reporting into an automated NetSuite-driven framework, eliminating manual processing (0.5 FTE saving) and enabling scalable, real-time financial insight generation
- Re-structured marketing cost centres by customer segment (Enterprise, Academic, etc.), enabling granular ROI analysis and more targeted capital allocation across GTM channels
- Partner with operations to optimise the commercial tech stack, enabling data flows that drive measurable revenue growth and margin efficiency

Strategic Finance Manager (Jun 2022 - Apr 2025)

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

- Built and scaled the financial infrastructure underpinning a BNPL payments ecosystem, enabling 10x liquidity expansion and supporting rapid GTM growth across US and EMEA markets
- Strengthened financial controls across tooling spend and GL governance, reducing month-end errors by c20% and materially improving the reliability of capital allocation decisions across US and EMEA
- Identified and reallocated 10% of monthly marketing spend from underperforming channels, improving ROI visibility and enabling more targeted GTM investment decisions
- Provided leadership with real-time visibility across 20 KPIs (MRR/ARR, funnel metrics) enabling faster identification of growth levers and operational inefficiencies
- Automated sales commissions reporting via a custom web application, saving 8 hours/month and giving the commercial team real-time transparency over incentive structures

FP&A Lead (May 2019 - Oct 2021)

Amazon | Luxembourg

- Owned a \$10bn logistics cost budget across EU operations during COVID, leading financial planning and strategy under extreme volatility while maintaining rigorous controls
- Transformed EU-wide planning processes, reducing budget cycle time by 50% and enabling faster, data-driven decision-making across regional leadership teams
- Detected and resolved a \$16m finance systems error in partnership with the US tech team, restoring integrity to financial reporting and strengthening cross-functional governance
- Automated finance data archiving workflows using SQL, reducing quarterly archiving time from 3 days to 1 and improving planning cycle readiness across EU teams
- Coached 2 interns across variance analysis, automation, and stakeholder engagement in a high-performance EU finance environment

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

BCA Logistics (Automotive logistics business) | Birmingham

- Generated £100k in incremental ARR by aligning contracts with strategic growth objectives in partnership with revenue teams
- Cut reconciliation time by 50% by automating the month-end reporting process. This allowed for a deeper focus on strategic FP&A
- Implemented a data warehouse for reporting. This saved 2+ days/month on consolidations and reporting

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
- Led financial due diligence and valuations for deals up to £50m
- Key deals: £20m group acquisition, £3m fundraise for a concept pizza franchise, £7m disposal of a lubricants business

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 grade, Chemistry - B grade, Psychology - B grade) | Heart of England College

OTHER

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