



# Sajid Javed

**DIRECTOR OF FINANCE | CHIEF FINANCIAL OFFICER** [FCMA, APFA, M.Com]

Utilize over **23 years** of expertise as Director of Finance and Chief Financial Officer in luxury 5 Star 10 hotels' operations, franchise restaurants, night club operation, pre-opening, internal controls, financial management, financial reporting, auditing, and construction projects in the Luxury Hospitality, Construction and Real Estate Sectors. My leadership has driven significant cost reduction, increased profitability and enhanced operational efficiency.

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http://www.linkedin.com/in/sajidjaved



## PROFILE SUMMARY [Luxury 5 Star Hotels' Operations, Construction and Real Estate]

- Qualified FCMA [Chartered Management Accountant / Cost and Management Accountant] with Over **23 years** of extensive experience and expertise as a Director of Finance and CFO in luxury 5 Star **Hotels' and Apartments' Operations, Construction and Real Estate**. Presently served in **BAHRAIN**, as a Group Chief Financial Officer – CFO with a direct reporting to CEO/Chairman of the group at **Sevens Holding WII and ACCOR – Fairmont Hotels and Resorts** [now Royal Saray Resort WII] [www.royalsaray.com](http://www.royalsaray.com) for more than 3 years. Joined in February 2022 and have proven track record of Revenue optimization, cost reduction, renegotiation of all suppliers' contracts with favourable terms, increase ADR, APC, EBITDA. Achieved a 34% increase in profitability at Sevens Holding WII through strategic cost reduction initiatives and revenue optimization strategies, resulting in a significant boost to the bottom line. Led project meetings for the construction and development of 10 new villas with 100 additional rooms in Hotel and successfully handed over for operation in December 2024. 2 new Luxury 5 star hotels and various restaurants are in process to open. Negotiated and Finalized Franchise agreements.
- Luxury 5 star 10 Hotels' Operation** includes **a)** Marriott International, **b)** ACCOR – Fairmont hotels and resorts, **c)** Pearl-Continental/InterContinental hotels and **d)** Grand Hyatt residencies/apartments. Franchise **restaurants/clubs** which include **a)** OPA, **b)** Scalini, **c)** Blacktap, **d)** Bagatelle, **e)** Mood Lounge **f)** MadGreek, **g)**- Play **h)** Stage Clubs and **i)** OMNI Club. Pre-opening, ERP Implementation, financial management, Internal controls, auditing, financial reporting, Cost containment, Treasury Management, Cash Flow, Revenue optimization, cost reduction, increased profitability and enhanced operational efficiency. Franchise agreements negotiations in the Luxury Hospitality, Grand Hyatt Residencies and Franchise Restaurants/Clubs.
- Construction and Real Estate** includes **a)**- Pearl Continental Hotel, Mirpur-PK **b)**- Pearl Continental Hotel, Multan-PK **c)**- Pearl Continental Hotel & Mall, Hayatabad-PK **d)**- 40 Story Apartments of 451 Apartments, Lahore-PK **e)**- 28 Story of Serviced Apartments' Twin Towers, Islamabad-PK **f)**- Mall, Islamabad-PK **g)**- 51 Story Grand Hyatt Hotel and Serviced Apartments, Islamabad-PK **h)**- 51 Story Offices Tower, Islamabad-PK **i)**- Solitaire 5 Star Boutique Hotel, Lahore-PK **j)**- Pearl-City Multan-PK, **k)**- Royal Saray Resort-ACCOR Fairmont Hotels and resorts, Bahrain Addition of luxury 10 Villas with 100 Rooms including 20 Suites with separate pools. **l)**- Oversee construction, Development and pre-opening of franchise Restaurants/Night Clubs and Hotels in Bahrain & Pakistan. Acknowledged for enhancing project profitability through the implementation of efficient internal controls, SOPs, and SLAs, resulting in optimized project costs and improved financial outcomes.
- Implemented and integrated ERP systems such as Oracle, MFF, FMC, and Opera into Marriott International Hotels, Pearl Continental Hotels [InterContinental], ACCOR – Fairmont Hotels & Resorts and Sevens Holding will streamlining operations and enhancing efficiency.
- Demonstrated track record of boosting hotels' GOP, cutting operational costs, and establishing impactful financial strategies and protocols to drive sustainable growth and operational efficiency. Strong analytical and strategic thinking skills, with the ability to interpret financial data and identify trends. Knowledge of industry standards, financial regulations, and best practices in the hospitality sector.
- Got performance based 6 promotions based on performance within first 7 years and 2 promotions during last 2 years, holding 11 different designations across 7 primary hotels and the corporate office of Hashoo Group [www.hashoogroup.com](http://www.hashoogroup.com) showcasing a track record of professional growth and versatility. Got performance based 2 promotions during last 3 years in Sevens Holding, Bahrain and Royal Saray Resort [www.royalsaray.com](http://www.royalsaray.com) holding positions of Director of Finance, Cluster Director of Finance and Chief Financial Officer.



## WORK EXPERIENCE SUMMARY [Luxury 5 Star Hotel Operations, Constructions, Real Estate]

### a) OPERATIONS, CONSTRUCTION & REAL ESTATE - LUXURY 5 STAR HOTELS, RESTAURANTS & CLUBS

- Sevens Holding WII, Bahrain <http://www.sevensholding.com> Luxury Hotels, Restaurants, Clubs, Mall, Apartments Feb 2022 to Apr 2025
- Bismillah Group, Islamabad <http://www.oneconstitutionave.com> Real Estate – Grand Hyatt Hotel, Mall, Apartments Jul 2021 to Feb 2022
- Hashoo Group, Pakistan <http://www.hashoogroup.com> Operations +Construction Luxury Hotels, Villas Jan 2018 to Jun 2020

### b) HOTEL OPERATIONS - LUXURY 5 STAR HOTELS, FRANCHISE RESTAURANTS AND NIGHT CLUBS

- ACCOR - Fairmont Hotels and Resorts, Bahrain <http://www.royalsaray.com> 184 Rooms +6 Restaurants + Night Clubs Feb 2022 to Apr 2025 [Royal Saray Resort WII]
- Grand Hyatt Residencies <http://www.oneconstitutionave.com> Hotel, Mall and Serviced Apartments July 2021 to Feb 2022
- Hashoo Group Corporate Office <http://www.hashoohotels.com> 9 Luxury 5 Star Hotels Jan 2018 to Jun 2020
- Marriott International Hotel <http://www.marriott.com/isbpk> 288 Rooms + 11 Restaurants Mar 2015 to Dec 2017
- Pearl Continental Hotel, Bhurban <http://www.pchotels.com/pcbhurban> 190 Rooms + 6 Restaurants May 2013 to Mar 2015
- Marriott International Hotel <http://www.marriott.com/khipk> 217 Rooms + 4 Restaurants May 2012 to Apr 2013
- Pearl Continental Hotel, Rawalpindi <https://www.pchotels.com/pcrawalpindi> 193 Rooms + 7 Restaurants Dec 2010 to Apr 2012
- Pearl Continental Hotel, Lahore <http://www.pchotels.com/pclahore> 607 Rooms + 10 Restaurants Mar 2002 to Nov 2010 [Previously Inter-Continental Hotel]



## CORE COMPETENCIES

Financial Management, Treasury Management, Banking	
Financial Planning, Budgeting, Forecasting	
Cash Flow Forecasting and management	
Internal Controls, Financial Controls, SOP	
Financial Statement Analysis	
Decision Making, Audits, Financial Advisory	
Management Reporting, VAT, GOSI, LMRA	
Supply Chain Management	
Taxation, Regulatory compliance	
ERP Implementations	
Training, Recruitment & Selection	
Projects Feasibilities	
Project Cost Analysis Negotiation	



## IT SKILLS

MS Office Suite	
Opera Fidelio – MFF	
Infor Sun, Infor Q&A, FMC	
Opera, Micros, Oracle	
ERP Munshi10 for Hotels	
Tejari Online Procurement	
Oracle Based ERP	
Decibel and Other Payroll	
WAVE by McKinsey & Co.	
Web-based research	



## EDUCATION

2003	FCMA (Fellow Member Of Chartered Management Accountants/Cost and Management Accountants Of Pakistan) from ICMAP (Institute of Cost and Management Accountants of Pakistan)
2002	APFA (Associate Member Of Public & Finance Accountants) from PIPFA (Pakistan Institute Of Public And Finance Accountants)
2007	M.COM from HEC (Higher Education Commission)
2024	CIMA – UK from Chartered Institute of Management Accountants [in process Final CPGA Route]
1997	B.COM from Hailey College of Commerce. Punjab university Lahore



## TRAININGS

- ERP Trainings for different Software including MFF, Infor Sun System, Infor Q&A, OPERA, FMC, Tejari, Oracle Based Financial ERP
- Seven Habits of Highly Effective People, Lavleen Raheja, Franklin Covey Venue : Royal Palm Hotel, Lahore
- Foundations of Leadership, Peter, Organized by Marriott International
- Leader vs. Managers, Malik Nasir Nawaz, General Manager, Training & Development



## ACHIEVEMENTS

- Achieved significant improvements in Hotels' GOP while simultaneously reducing per occupied room costs, food and beverage expenses, and overheads through the implementation of rigorous internal controls, audits, and cost containment measures and renegotiation of all suppliers' contracts. Collaborated with McKinsey & Company on transformation initiatives to enhance group profitability. Cash flow forecast and cash flow management.
- Evaluated and enhanced internal checks and controls, identifying and rectifying operational loopholes, fraudulent activities, and cash mismanagement to ensure the integrity of operations and financial processes.
- Implemented internal controls, standard operating procedures (SOPs), and service level agreements (SLAs) across tendering, negotiation, work order approvals, and payment processes, resulting in expedited timelines and a minimum of 15% savings in total project costs without compromising quality standards.
- Implemented and integrated ERP systems such as Oracle, MFF, FMC, and Opera into Pearl Continental Hotels, Marriott Hotels, Accor and Sevens Holding will streamline operations and enhancing efficiency. Implemented Tejari system for online procurement and Wave across all hotels, further enhancing operational efficiency.
- Demonstrated strong negotiation skills by successfully engaging with workers' unions across all hotels, effectively resolving union matters in collaboration with the HR department.
- Spearheaded the construction, development, and preopening phases of luxury franchise 5-star hotels and restaurants, ensuring meticulous attention to detail and adherence to brand standards.
- Realized substantial savings of USD 1.1 million and USD 1 million in two contracts by optimizing retendering processes in alignment with SOPs, SLAs, and negotiation strategies.
- Conducted negotiations with Grand Hyatt for the development of the iconic 51-story Grand Hyatt Islamabad, Pakistan, showcasing strategic deal-making skills and fostering valuable partnerships.
- Successfully managed financing arrangements with banks to secure bank guarantees, lease payments, and construction funding, effectively balancing receipts and payments for seamless project execution.
- Developed and implemented various policies, including the Officers/ENT Checks Policy, receiving recognition for their effectiveness and subsequent adoption across the group.
- Achieved a 34% increase in profitability at Sevens Holding Wll through strategic cost reduction initiatives and revenue optimization strategies, resulting in a significant boost to the bottom line. Led project meetings for the construction and development of 10 new villas with 100 additional rooms in Hotel and successfully handed over for operation in December 2024.
- Achieved 6 promotions based on performance within the first 7 years and 2 promotions during last 2 years, holding 11 different designations across seven primary hotels and the corporate office of Hashoo Group [www.hashoogroup.com](http://www.hashoogroup.com), showcasing a track record of professional growth and versatility. Got performance based 2 promotions during last 3 years in Sevens Holding and Royal Saray Resort, holding positions of Director of Finance, Cluster Director of Finance and Chief Financial Officer.



## WORK EXPERIENCE

Feb'2022

-  
Apr'2025

### CHIEF FINANCIAL OFFICER

**SEVENS HOLDING WLL, Head Office, Hospitality + Construction + Real Estate, BAHRAIN**  
**ROYAL SARAY RESORT [previously ACCOR Fairmont and JUMEIRAH, BAHRAIN]**

- Served as a Chief Financial Officer – CFO with a direct reporting to CEO/Chairman of the group at Sevens Holding WLL and ACCOR – Fairmont Hotels and Resorts [now Royal Saray Resort WLL] [www.royalsaray.com](http://www.royalsaray.com). Joined **Sevens Holding WLL, BAHRAIN** in February 2022 and based on performance got 2 promotions from Director of Finance to Cluster Director of Finance and then from Cluster Director of Finance to Chief Financial Officer with increased responsibilities.
- Directing the construction, development, and pre-opening of various establishments, including new hotels, franchise restaurants, nightclubs and mall, ensuring effective financial management across multiple projects.
  - Managing financial matters for Sevens Hotels and Resorts WLL, Royal Saray Resort, franchise clubs (Stage Club Bahrain, Omni Club Bahrain, Mood Lounge Bahrain), and franchise restaurants (OPA Bahrain, Bagatelle Bahrain, Scalini Bahrain, Blacktap Bahrain, MadGreek Bahrain).
  - Supervised financial for construction projects such as addition of 10 Villas, 100 Rooms addition in Royal Saray Resort, One Projects, City Walk Mall, and The Sail Tower. 2 New Hotels and various restaurants are in process.
- Lead financial planning, budgeting, and financial statement analysis. Monitor and optimize financial performance, managing costs and maximizing revenue. Developed and implemented financial models to assess new initiatives and investments. Worked with cross-functional teams to prepare business plans and performance reports.
- Partnered with the General Manager and Executive committee of the properties and performed as a business advisor and risk advocate. Established strong cash management controls, prepared monthly cash flow forecasts, and recommended actions.
- Prepared annual budget and capital expenditure plan, monitored actual financial performance. Oversee financial transactions, including approval of purchases, payments, and payroll. Ensured compliance with financial regulations, legislation, and taxation requirements. Respond to audit issues, oversee required actions, and ensure compliance. Operate the property in compliance with legal, statutory, and financial requirements, ensuring successful operation of the hotel, restaurants and night clubs.
- Demonstrating a proven ability to improve profitability while reducing per-occupied room costs, food and beverage cost percentages, and overheads through the implementation of internal controls, audits, cost containment meetings, and staff training programs.
- Implemented ERP systems (Oracle, MFF, FMC, Opera, Munshi10) to streamline operations and enhance efficiency.
- Increased Hotels' GOP and reduced per occupied room cost, food & beverage cost percentage, and overheads without compromising standards.
- Established policies and procedures to ensure compliance and mitigate financial risks. Provide recommendations to senior management based on financial assessments and market trends. Represent the finance department in strategic meetings, ensuring financial considerations are integrated into decision-making processes.
- Leading the development of financial administration, continuously enhancing internal controls, productivity, and profitability by implementing best practices. Comply with the company's code of conduct and report any variation.
- Supervised funds flow and inventory levels, analyzing provisions of relevant tax laws to maximize profitability.
- Coordinated with government authorities, ensuring compliance with regulatory requirements and timely submission of returns/statements. Maintain relations with external auditors and investigate their findings and recommendations.
- Implementing robust internal controls, standard operating procedures (SOPs), and service level agreements (SLAs) throughout the tendering, negotiation, and approval processes, leading to enhanced efficiency and reduced expenses.
- Conducting comprehensive cost analyses and organizing cost containment meetings/training sessions to streamline expenses and optimize overall project costs.
- Managing budgets, controlled costs, and optimizing revenue streams to achieve financial goals while maintaining quality standards and enhancing profitability. Strategized and led a high-performing finance team to drive disciplined growth and strengthen controls across multiple properties. Planned, budgeted, and forecasted financial activities, ensuring compliance and fostering variance analysis and management reporting.
- Optimized planning, budgeting, forecasting, and supply chain processes to enhance efficiency and profitability.
- Assessed and enhanced internal checks and controls, implementing necessary changes to address operational and financial loopholes. Detected and mitigated instances of account manipulation, fraud, and cash embezzlements, safeguarding financial integrity.
- Conducting comprehensive project cost analyses and organizing cost containment meetings/training sessions to streamline expenses and optimize overall project costs.
- Managing critical path analysis, conducting site visits, and liaising with construction teams, furniture/fixtures/equipment (FFE) suppliers, and operational support equipment (OSE) providers to ensure project milestones are met effectively.
- Sevens Holding WLL, Bahrain <http://www.sevensholding.com> Luxury Hotel, Franchise Restaurants, Night Club Feb 2022 to Apr 2025
- ACCOR – Fairmont Hotels & Resorts, Bahrain <http://www.royalsaray.com> 184 Rooms, 6 Restaurants, Club Feb 2022 to Apr 2025 [Royal Saray resort WLL]



Jun'2020

-  
Feb'2022

### CHIEF FINANCIAL OFFICER

**BISMILLAH GROUP – GRAND HYATT [HOSPITALITY + CONSTRUCTION + REAL ESTATE]**

- Served as the Chief Financial Officer – CFO with a direct reporting to CEO of the group at Bismillah Group – Grand Hyatt Residences, Services Apartments and Mall.
- Spearheaded the development of financial administration, focusing on enhancing internal controls, productivity, and profitability through the implementation of best practices.
- Successfully negotiated terms of reference (TOR) with Grand Hyatt for the 51-storey Grand Hyatt Islamabad, Pakistan, demonstrating strong negotiation skills and strategic acumen.
- Arranged financing options for the shopping mall and the 51-storey office and hotel towers, contributing to the overall financial viability and success of the project.



- Facility Management services for all the luxury serviced apartments.
- Managed to secure financing through banking channels for various aspects of the project, including bank guarantees, lease payments, and construction costs, effectively bridging any gaps in the balance of receipts and payments.
- Implemented cost-saving measures such as value engineering and restructuring of services, resulting in reduced per-apartment construction costs and services cost per square foot, while maintaining quality standards and negotiated prices.
- Oversaw the construction and development of the Grand Hyatt Residencies, comprising two towers of 28 storeys each, featuring centrally air-conditioned luxury serviced apartments.
- Played a pivotal role in ensuring the financial success and smooth execution of the One Constitution Avenue project, showcasing expertise in financial management and project leadership within the hospitality and construction industry.
- Bismillah Group, Islamabad [www.oneconstitutionave.com](http://www.oneconstitutionave.com) – Grand Hyatt Hotel, Serviced Apartments, Mall

Jan'2018  
–  
Jun'2020



## CORPORATE DIRECTOR OF FINANCE

### *HASHOO GROUP - CORPORATE OFFICE, HOSPITALITY OPERATIONS, CONSTRUCTION, REAL ESTATE*

- **Hashoo Group** owns and operates more than 45 companies. In hospitality Sector they own brands in Pakistan which includes – 2 Luxury 5 Star Marriott International hotels, 9 Luxury 5 Star Pearl-Continental Hotels and Resorts [previously InterContinental Hotels], Hotel One.
- Implemented measures to increase gross operating profit (GOP) and reduce per occupied room costs, food and beverage cost percentages, and overhead expenses across 9 hotels, ensuring compliance with quality standards through effective internal controls, audits, cost containment meetings, and staff training programs.
- Implemented robust internal controls, standard operating procedures (SOPs), and service level agreements (SLAs) across various project phases, including tendering, negotiation, approvals, and payments.
- Supervised the construction of three new 5-star luxury hotels, operations and renovation projects in 9 existing hotels, and the development of a high-rise building comprising 400 luxury apartments. Conducted trend analysis on a monthly, quarterly, and annual basis to assess project performance.
- Conducted project cost analysis and led cost containment initiatives, resulting in a 15% reduction in project costs and savings of USD 2.1 million in two contracts.
- Managed the construction and renovation projects of hotels such as Pearl Continental Hotel Lahore (607 rooms) and the executive floor and banquet halls of Karachi Marriott Hotel in 2012. Conducted critical path analysis, site visits, and liaised with construction consultants and financial institutions to ensure project feasibility.
- Facilitated financial reporting for Pakistan Services Limited (a public limited company) and five private limited group companies, including City Properties Pvt Limited, Elite Properties Pvt Limited, Pearl Continental Air Pvt Limited, Pearl Continental Hotels Pvt Limited, and Pearl Communications Pvt Limited.
- Contributed to the McKinsey & Company Transformation team, enhancing profitability in two Marriott and seven Pearl-Continental hotels through strategic initiatives and process improvements.
- Played a pivotal role in driving financial excellence, operational efficiency, and profitability across multiple projects and companies within Hashoo Group's portfolio.

Mar'2015  
–  
Dec'2017



## DIRECTOR OF FINANCE

### *MARRIOTT HOTEL, ISLAMABAD, PAKISTAN*

### *MARRIOTT HOTEL, KARACHI, PAKISTAN*

- Lead financial planning, budgeting, and financial statement analysis. Monitor and optimize financial performance, managing costs and maximizing revenue. Developed and implemented financial models to assess new initiatives and investments. Worked with cross-functional teams to prepare business plans and performance reports.
- Partnered with the General Manager and Executive committee of the properties and performed as a business advisor and risk advocate. Established strong cash management controls, prepare monthly cash flow forecasts, and recommend actions.
- Prepared annual budget and capital expenditure plan, monitored actual financial performance. Oversee financial transactions, including approval of purchases, payments, and payroll. Ensured compliance with financial regulations, legislation, and taxation requirements. Respond to audit issues, oversee required actions, and ensure compliance. Operate the property in compliance with legal, statutory, and financial requirements, ensuring successful operation of the hotel, restaurants and night clubs.
- Demonstrating a proven ability to improve profitability while reducing per-occupied room costs, food and beverage cost percentages, and overheads through the implementation of internal controls, audits, cost containment meetings, and staff training programs.
- Implemented ERP systems (Oracle, MFF, FMC, Opera, Munshi10) to streamline operations and enhance efficiency.
- Increased Hotels' GOP and reduced per occupied room cost, food & beverage cost percentage, and overheads without compromising standards.
- Established policies and procedures to ensure compliance and mitigate financial risks. Provide recommendations to senior management based on financial assessments and market trends. Represent the finance department in strategic meetings, ensuring financial considerations are integrated into decision-making processes.
- Leading the development of financial administration, continuously enhancing internal controls, productivity, and profitability by implementing best practices. Comply with the company's code of conduct and report any variation.
- Planned, budgeted, and forecasted financial activities, ensuring compliance and fostering variance analysis and management reporting.
- Optimized planning, budgeting, forecasting, and supply chain processes to enhance efficiency and profitability.
- Assessed and enhanced internal checks and controls, implementing necessary changes to address operational and financial loopholes.
- Supervised funds flow and inventory levels, analyzing provisions of relevant tax laws to maximize profitability.



- Coordinated with government authorities, ensuring compliance with regulatory requirements and timely submission of returns/statements.
- Successfully negotiated with workers' unions, collaborating with HR to handle union matters effectively.
- Administered significant working capital reductions and maximized cash flow to improve liquidity and financial stability.
- Conducted staff training and provided decision support to general managers and corporate offices.
- Marriott International Hotel <http://www.marriott.com/isbpk> 288 Rooms + 11 Restaurants Mar 2015 to Dec 2017
- Marriott International Hotel <http://www.marriott.com/khipk> 217 Rooms + 4 Restaurants May 2012 to Apr 2013

Mar'2002

Mar'2015



## DIRECTOR OF FINANCE

### PEARL CONTINENTAL HOTELS AND RESORTS, PAKISTAN [PREVIOUSLY INTER-CONTINENTAL HOTELS]

- Lead financial planning, budgeting, and financial statement analysis. Monitor and optimize financial performance, managing costs and maximizing revenue. Developed and implemented financial models to assess new initiatives and investments. Worked with cross-functional teams to prepare business plans and performance reports.
- Prepared annual budget and capital expenditure plan, monitored actual financial performance. Oversee financial transactions, including approval of purchases, payments, and payroll. Ensured compliance with financial regulations, legislation, and taxation requirements. Respond to audit issues, oversee required actions, and ensure compliance. Operate the property in compliance with legal, statutory, and financial requirements, ensuring successful operation of the hotel, restaurants and nigh clubs.
- Demonstrating a proven ability to improve profitability while reducing per-occupied room costs, food and beverage cost percentages, and overheads through the implementation of internal controls, audits, cost containment meetings, and staff training programs.
- Implemented ERP systems (Oracle, MFF, FMC, Opera, Munshi10) to streamline operations and enhance efficiency.
- Leading the development of financial administration, continuously enhancing internal controls, productivity, and profitability by implementing best practices. Comply with the company's code of conduct and report any variation.
- Strategized and led a high-performing finance team to drive disciplined growth and strengthen controls across multiple properties.
- Optimized planning, budgeting, forecasting, and supply chain processes to enhance efficiency and profitability.
- Assessed and enhanced internal checks and controls, implementing necessary changes to address operational and financial loopholes.
- Supervised funds flow and inventory levels, analyzing provisions of relevant tax laws to maximize profitability.
- Coordinated with government authorities, ensuring compliance with regulatory requirements and timely submission of returns/statements.
- Successfully negotiated with workers' unions, collaborating with HR to handle union matters effectively.
- Administered significant working capital reductions and maximized cash flow to improve liquidity and financial stability.
- Conducted staff training and provided decision support to general managers and corporate offices.
- Increased Hotels' GOP and reduced per occupied room cost, food & beverage cost percentage, and overheads without
- Oversaw construction and renovation projects, including a 125-room expansion at Pearl-Continental Hotel Lahore and renovations at Karachi Marriott Hotel, to enhance guest experience and revenue potential.
- Implemented online purchase systems (Tejari) and Wave across multiple hotels to improve procurement processes.
- Pearl Continental Hotel, Lahore <http://www.pchotels.com/pclahore> 607 Rooms + 10 Restaurants Mar 2002 to Nov 2010  
[Previously Inter-Continental Hotel]
- Pearl Continental Hotel, Rawalpindi <https://www.pchotels.com/pcrawalpindi> 193 Rooms+ 7 Restaurants Dec 2010 to Apr 2012
- Pearl Continental Hotel, Bhurban <http://www.pchotels.com/pcbhuban> 190 Rooms + 6 Restaurants May 2013 to Mar 2015
- Hashoo Group Corporate Office <http://www.hashoogroup.com> 5 Star 9 Hotels May 2012 to Apr 2013

### ----- Areas of Expertise -----

- |  |  |  |                            |
|--|--|--|----------------------------|
| • Financial Management                                   | • Planning/Budgeting/Forecasting       | • Decision Making                              | • Internal Controls        |
| • Leadership   | • Financial Statement Analysis         | • Financial Reporting                          | • Contracts and Agreements |
| • Supply Chain   | • Cost Control and expense reduction   | • Management Reporting                         | • Team Management          |
| • Banking  | • Internal Audit                       | • External Audit                               | • Govt Dealings            |
| • Critical Path Analysis                                 | • Cross-Functional Leadership          | • Construction Projects Feasibilities          |                            |
| • Project Cost Analysis                                  | • Project Cost Comparative Statements  | • Training, Recruitment & Selection            |                            |
| • Hotel & Restaurants' operations and financial controls |  | • Construction Projects and Financial Controls |                            |
| • Process Transformation                                 | • ERP Implementation                   | • SLAs Implementation                          | • Risk Management          |
| • COSO Framework, SOP's/BPR                              | • Change Management                    | • Negotiation                                  | • Financial Advisory       |
| • Pre-opening of Hotels, Restaurants, Nigh Clubs         | • Recruitment, Selection and Trainings | • Treasury management                          |                            |



## PERSONAL DETAILS

**Date of Birth** : 6<sup>th</sup> April 1978

**Languages** : English & Urdu

**Address** : Al Seef District, Manama – BAHRAIN

**E-mail** : [sajid.cfo78@gmail.com](mailto:sajid.cfo78@gmail.com) [sajid.cfo@icloud.com](mailto:sajid.cfo@icloud.com)

**Mobile + WhatsApp** : +973 36968441 +973 32069121 +92 3008400144

**Membership /Reg** : FCMA (Pak) F-1553  
[Cost and Management Accountant + Chartered Management Accountant]

**LinkedIn** : <http://www.linkedin.com/in/sajidiaved>

**References** : Already available in above LinkedIn Profile and can also be provided if required.

**Webpage** : <http://www.professionals-360.com/experience>

Date: 12<sup>th</sup> May 2025

**To Whomsoever It May Concern**

**Sub- Experience Certificate**

This is to certify that Mr. Sajid Javed, Pakistani National Holding Passport number AE8670864 is employed by Finance owned by Sevens Holding W.L.L with his capacity as Chief Financial Officer from 13<sup>th</sup> February 2022 to 23<sup>rd</sup> March 2025

This certificate is being issued upon request of the above-mentioned name for which the Management will not be taking any responsibility for whatever purposes and legal intent/s it may serve his best.

For, Sevens Holding W.L.L.

  
Madhav Kumar  
Human Resources Manager



Royal Saray Resort, Building 56, Avenue 38, Block 428, Al Seef, Manama, Kingdom of Bahrain  
☎ : +973 1666 6661 ✉ : info@sevensholding.com 🌐 : www.sevensholding.com

August 12, 2020


**EXPERIENCE CERTIFICATE**

This is to certify that Mr. Sajid Javed was associated with Hashoo Group from March 18, 2002 to June 30, 2020 on different positions. His last position with the group was Director Finance Projects.

Details of the key positions are stated below:-

Designation:	Director Finance Projects, Corporate Office
Tenure:	January 2018 - June 2020
Designation:	Director Finance, Pearl Continental Hotel Rawalpindi
Tenure:	September 2017 - December 2017
Designation:	Director Finance, Islamabad Marriott Hotel
Tenure:	March 2015 - September 2017
Designation:	Director Finance, Pearl Continental Hotel Bhurban
Tenure:	May 2013 - March 2015
Designation:	Management Auditor, Corporate Office
Tenure:	May 2012 - April 2013
Designation:	Director Finance, Pearl Continental Hotel Rawalpindi
Tenure:	December 2010 - April 2012
Designation:	Deputy Director Finance, Pearl Continental Hotel Lahore
Tenure:	September 2006 - November 2010

We wish him success in his career ahead.

  
Lubna Qamar  
Corporate Director Human Resources  
Hospitality Division

NESPARK House, Sector G-5/2, Islamabad, Pakistan. Tel: +92-51-2272890-8, Fax: +92-51-2274812, www.hashoogroup.com

HOTELS • RESORTS • SUITES

Karachi Marriott Hotel  
9, Abdullah Haroon Road,  
Karachi, Pakistan.  
Tel: (92-21) 111-22 33 44, 35680111  
Fax: (92-21) 35682398, 35670111  
E-mail: gm.kmh@hashoogroup.com  
Website: www.marriotthotels.com.pk

Executive Office

January 12, 2013

**Subject : Letter of Appreciation**

Dear Mr. Sajid Javed

I would like to convey my heartiest "Thank You" for your hard work and outstanding contributions as a member of Karachi Marriott Hotel. I know how much time and energy this assignment demanded and I deeply appreciate all of your efforts as Acting Director Finance in supporting us during your 4 months tenure.

Thank you once again and we wish you all the best.

With kind regards

Yours sincerely



Mirza Mansoor Ahmad  
General Manager

Owned and operated by Hashwan Hotels Ltd. under licence from Marriott Corporation

Ref # IMH/HR/PF-2022  
May 26, 2022

**TO WHOM IT MAY CONCERN**

This is to certify that Mr. Sajid Javed s/o Sheikh Javed Mehmood worked with us in the capacity of "Director Finance" in Finance Department from March 22, 2015 to October 19, 2017.

During this time, we found Mr. Sajid to be a very hard working and an efficient person.

He resigned on his own accord. We wish him best of luck for future endeavors.

  
SABEEN ASLAM  
Director Human Resources

ISLAMABAD MARRIOTT HOTEL  
AGA KHAN ROAD, SHAH PAK 1  
ISLAMABAD, P. O. BOX 1201,  
URAN 111 22 33 44, T: 92-51-2281211, F: 92-51-2281071  
webcam@marriottislamabad.com