

LÜTFULLAH KUTLU

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MANAGEMENT CONSULTANT / GENERAL MANAGER / GROUP CFO / DEPUTY GENERAL MANAGER – Finance & Administration / SENIOR FINANCE EXECUTIVE / BOARD MEMBER

25+ Years Finance & Management Experience / Director, Coordinator, Deputy General Manager, Group CFO, Board Member, General Manager, Management Consultant / High Growth & Established Companies / Start-Up operations / Turnarounds / Acquisitions / Leading company groups of Food, Advertising, Printing, Healthcare Services and Construction & Contracting Industries

Senior executive and management consultant with multi-industry experience, building, strengthening and leading the corporate functions for companies in various start-up, turnaround, stable and high-growth situations. Demonstrated ability to quickly learn the complexities of diverse industries and make immediate improvements on cash flow, cost reduction, planning, reporting and controls. Comprehensive, in-depth experience across all corporate finance, accounting, treasury, purchasing, MIS, IT and HR functions. Well-developed communication skills with a reputation for unwavering accuracy, credibility and integrity in financial reporting. Pro-active and result oriented. Demonstrated hands-on management style in the development and implementation of strategic plans to ensure company growth. Solid planning and organizational skills in coordinating all aspects of each project from inception through completion. Well disciplined with proven ability to manage multiple assignments efficiently under extreme pressure while meeting tight deadline schedules. Strong team builder and facilitator. Encourages the staff to balance high-level skills with maximum production. Determines needs, goals and follows through with development, direction and accomplishment. Effectively communicates direction, commits people to action. Extremely effective computer literate. Bosphorus (Boğaziçi) University, Economics Department.

Financial and General Management Strengths

- Financing / Capital Raising
- Acquisitions & Affiliated Companies
- Sound Reporting, US GAAP, IFRS
- Corporate Finance, Treasury and Accounting
- Strategic Planning and Implementation
- Internal Systems & Controls / Restructuring
- Accounting & Finance Software Conversion
- Large Staff Management / Leadership
- International Business
- Operations Management
- Cash Flow Optimization
- Turnaround / Crisis Management
- Sarbox / International Regulations
- Board of Directors & Executive Committee Experiences

OWNER & MANAGING DIRECTOR

LÜTFULLAH KUTLU MANAGEMENT CONSULTANCY (AUGUST 2011 – PRESENT)

Target focused, future oriented proper formulas & quick solutions in line with our **financial and general management strengths** to your **current management problems** and **forthcoming opportunities**.

DEPUTY GENERAL MANAGER – FIN. & ADM. / GROUP CFO

BAHADIR CONSTRUCTION ENGINEERING CONTRACTING & TRADE INC. (JANUARY 2008 – JULY 2011)

Took full **management responsibility of finance, accounting, budgeting, reporting, procurement, IT and HR** functions which are **handled by 25 people** of **Bahadır Group** which is consisting of 5 companies operating in various industries such as **construction, contracting, cement production, concrete production and real estate development**.

Wrote Total Quality Management handbook of the group **for the first time** including **policies and procedures** of 15 different disciplines such as **contract management, travel, procurement, human resources, employee performance, orientation, recruitment, workplace security, environmental protection, employee healthcare, training, advance payments, dress code, disciplinary actions and proposal deliveries.**

Prepared the budget of group for the year 2008 **for the first time.** Established **budget compared internal reporting system** based on separate ongoing projects.

Directed and managed the whole process of **adaptation and implementation of ERP** package **Microsoft Navision** within the year 2008.

Directed and managed the whole process of **WEB page design** of the company.

Made necessary **profitability analysis** for each project, department and group companies and took necessary steps **to get efficient cost-cutting, budgeted revenue increase and cash flow optimization** and used these outputs **to extend credit-lines of financial institutions** such as banks, private equity firms and special funds through accurate feasibility analysis.

**DEPUTY GENERAL
MANAGER – FIN. &
ADM.**

**MEDICALPARK HEALTHCARE SERVICES INC. – BAHÇELİEVLER HOSPITAL (JUNE 2007
– DECEMBER 2007)**

Managed finance, accounting, supportive services, procurement, logistics, human resources, biomedical, technical affairs and information systems functions of the biggest hospital of the group.

Gave administrative support to the workouts of **JCI accreditation.**

Set up, directed and completed all the necessary **administrative, structural and organizational steps** for the newly established **medical units to be operational.**

Set up, directed and continuously improved the programme of **happiness for patient and their relatives.**

Prepared, managed and followed budget compared turnover and profit realization and internal reporting system of the hospital.

**FINANCIAL AFFAIRS
COORDINATOR**

AKADEMİ OFFSET PRINTING INDUSTRY & TRADE INC. (SEPTEMBER 2006 – JUNE 2007)

Was the **Financial Affairs Coordinator** of **Akademi Group** which is consisting of **5 companies** operating in various industries such as **printing, labeling, advertising and event marketing.**

Took full management responsibility of finance and procurement departments' functions which are handled by **17 employees.**

Managed restructuring and reorganization of finance and procurement departments. Established **new organization scheme** and wrote **job descriptions** for each position. **Took necessary steps** toward ensuring a **reliable and solid internal control system.**

Prepared the budget of group for the year 2007 **for the first time.** Established **budget compared internal reporting system.**

Made necessary **profitability analysis** for each product group, department and group companies and took necessary steps **to inform top management about cost-cutting, revenue increase and cash flow optimization measures.**

**FINANCE &
ADMINISTRATION
DIRECTOR**

McCANN WORLDGROUP ADVERTISING INC. (JANUARY 2001 – JUNE 2006)

Additionally took full management responsibility of administrative affairs which are handled by **23 employees**.

Directed and managed the full process of adaptation, installation, implementation and control of new finance and accounting policies and procedures in line with Sarbanes - Oxley Act.

Directed and managed the process of YTL (new Turkish currency) adaptations in LOGO within the year 2004.

Directed and managed the process of inflationary accounting adjustments within the year 2004.

Directed and managed the whole process of accounting and finance software conversion from AS 400 to Logo LBSS.

**DEPUTY FINANCE
DIRECTOR**

PARS/McCANN-ERICKSON ADVERTISING INC. (JANUARY 1999 – JANUARY 2001)

Took full management responsibility of 7 companies' accounting, budgeting & reporting, finance and purchasing activities which are carried out by **14 employees**.

Trained related staff for structuring of finance and accounting systems of Central Asia offices in order to serve according to **US GAAP and McCann-Worldgroup principles**.

**BUDGETING &
REPORTING MANAGER**

PARS/McCANN-ERICKSON ADVERTISING INC. (JULY 1996 – JANUARY 1999)

Was the **Budgeting & Reporting Manager** of a firm whose **realized billings was TL 37.3 trillion and revenue TL 7.7 trillion at the end of 2000**, was **number one among 550 firms in its industry in Turkey** and serving **40 clients and 60 products** in which the **pioneering companies of their own sectors were taking place**.

Prepared and managed the reporting activities of the company which was a **branch of an international giant IPG performing in more than 120 countries - 150 offices** and was taking place in **top 3 in advertising, media marketing and direct promotion industries**, with its **London Regional Management & New York Headquarters according to US GAAP principles in an extremely rigid deadline environment**. Within this range, **prepared and managed budget compared monthly, quarterly and annual reports showing all the activities of the company**.

Prepared and managed budget compared monthly internal reports for five different companies of McCann-Erickson Worldgroup İstanbul in order to evaluate and consolidate them as profit centers.

Prepared and followed annual cost & profit analysis for each client to get more solid ground for making better negotiations.

Took an active role in a project group consisting of 5 key people who were authorized for the implementation of finance, production and media modules of SAP.

BUDGET CHIEF

MİS DAIRY INDUSTRY INC. (JANUARY 1994 – JULY 1996)

Prepared and managed a company' s overall budget whose realized sales turnover was TL 12 trillion in 1996, owned 7 plants, 6 sales districts and was 99 th on sales from production overall in Turkey in 1994.

Took an active role in the **adaptation of reporting system of Nestlé S.A.** which became one of the main partners in 1995 to Mis.

BUDGET EXPERT

MİS DAIRY INDUSTRY INC. (JULY 1991 – JANUARY 1994)

Prepared and followed budget compared operating reports every month.

EDUCATION

Boğaziçi (Bosphorus) University, Economics Department (1991).

FOREIGN LANGUAGE

Advanced level of English (Education language in university).

PERSONAL

Born in 1969 in İstanbul.

Completed military obligation in 1995.

Married in 1997.