



Nimit Nilesh

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Summary

Strategy and finance professional (IIMA MBA, ACCA, GMAT 730) with 9 years of progressive leadership across general management, commercial analysis, financial strategy and operations in the UAE. Track record of delivering structured, data-driven impact - leading a 20-member team, driving 15% revenue growth through customer-level profitability analysis, reducing gold manufacturing losses by 30%, and winning a company-wide innovation challenge. Brings a rare combination of financial rigour, hands-on operations experience, and multi-industry pattern recognition from auditing 100+ businesses across 10 sectors.

Professional Experience

General Manager | Master Goldsmiths | Dubai

Jul 2022-Aug 2025

- Led a 20 member team and drove 15% revenue growth by conducting customer and product-level profitability analysis, identifying attractive segments, and redesigning pricing and engagement strategies to improve commercial returns.
- Scoped market opportunities for computerized (CNC) and 3D printed jewellery, translating research into 20+ product launches.
- Reduced end-to-end manufacturing flow time by 20% across jewellery production by aligning CNC and manual operations.
- Implemented a comprehensive Anti-Money Laundering compliance framework for Precious Metal Dealers in the UAE.

Finance Manager | Master Goldsmiths | Dubai

Oct 2019-Jun 2022

- Identified operational inefficiency in manufacturing tracking and redesigned the system, cutting admin effort by 5+ hours/day and significantly improving inventory accuracy and production data.
- Leveraged production data to build department-wise wastage analytics, reducing gold manufacturing losses by 30% in a year.
- Implemented a gold hedging strategy, stabilizing P&L, reducing commodity risk and improving year-on-year comparability.
- Designed and implemented the company's Finance, VAT and Corporate Tax strategies by redesigning accounting policies, invoicing structures, workflows, and finance workflows to ensure alignment with multiple regulatory requirements.

Group Internal Auditor | Creative Zone | Dubai

Feb 2019-Sep 2019

- Promoted to Group Internal Auditor; structured and executed internal audits across 3 subsidiaries, delivering actionable recommendations directly to C-level executives on controls, governance, and commercial performance.
- Strengthened internal controls across finance, operations, and IT procurement by addressing key gaps, identifying AED 4 million in departmental revenue misallocations, and implementing scalable systems to enhance reporting accuracy and governance.
- Improved decision making by reconstructing the financial statements of all 3 subsidiaries using post audit adjusted inputs.

Financial Reporting Analyst | Creative Zone | Dubai

Jan 2018-Jan 2019

- Won the company-wide Innovation Challenge by leading a team of 6 members to redesign the expense reimbursement and customer payment systems, boosting customer satisfaction and reducing service turnaround time by 40%.
- Led the systems migration from QuickBooks to Zoho Books and completed the two month project in under two weeks.
- Designed templates to automatically import thousands of supplier invoices, saving nearly a full workday each week.

Auditor | Crowe | Dubai

Jan 2016-Jan 2018

- Audited 100+ clients across 10 industries, building broad exposure to business models, financial statements and operations.
- Completed the annual audit target in 7 months and assumed mentorship responsibilities, training junior auditors and interns.
- Improved efficiency across the audit practice - accelerating financial statement preparation by 65% and reducing documentation effort by 50% through reusable frameworks and standardized templates.

Education

MBA (PGPX) – Indian Institute of Management, Ahmedabad | Dubai

2025 – 2026

Chartered Accountant – ACCA Member | Dubai/UK

2012 – 2015

First Class, B.Sc. (Hons.) in Applied Accounting – Oxford Brookes University | Dubai/UK

2012 – 2015

Accomplishments

- Co-authored an IIMA Dubai case study on MBRCGI's platform-driven approach to government innovation in the UAE.
- GMAT Score of 730 (96th Percentile).
- Ranked First in Financial Management and Advanced Financial Management; cleared ACCA on the first attempt with 68%.
- Wharton School certifications in Customer Analytics and People Analytics.
- CBSE Worldwide Academic Topper.

Extra-Curriculars

- Founder, The Sound Management Club, IIMA Dubai - Teaching jazz improvisation, ensemble dynamics and performance.
- Bandleader and solo guitarist with 15 years of experience, performed at the Official Jeff Buckley Concert in 2020 and 2021.
- Member of The Alumni Committee and The Consulting and Strategy Club at IIMA Dubai.