

# FATEHBIR SINGH SOHU

sohufatehbir@gmail.com • +1 (438) 921-4850

My Portfolio: <https://fatehbirsouh.com>

LinkedIn: <https://www.linkedin.com/in/fatehbir-singh-sohu/>

**Professional Summary** | 4+ years of experience in Financial analysis (Investment Analysis), Business and Data analysis (Product management)

**Professional Certifications** | Chartered Financial Analyst (CFA) Level 2 passed

**Applications** | Microsoft Office • G-suite • Bloomberg • S&P Capital IQ • Data Frontline Analytical Solver • FactSet • Power BI

**Languages** | English – Advanced • French – Beginner • Hindi – Advanced • Punjabi – Advanced

## EDUCATION

**Master of Business Administration (Full-Time)**

Sep 2023 – Apr 2025

John Molson School of Business - Concordia University, Montreal, Canada

Overall, 3.89 GPA – 'A' Grade, Distinction

Awards: Recipient of the Concordia Merit Scholarship, Golden Key International Honour Society & Beta Gamma Sigma Chapter (all for Academic Excellence)

**Bachelor of Business Administration (specialization in Finance)**

Jun 2017 – Jul 2020

CHRIST University, Bangalore, India

Secured 3.71 / 4.00 GPA (As per WES international education standards, 3.81 / 4.00 GPA)

## WORK EXPERIENCE

**Financial Business Consultant – Concordia Small Business Consulting Bureau (CSBCB), Montreal, Canada** Apr 2024 – Apr 2025

- Conducted financial and operational assessments to identify growth opportunities and improve profitability for SME clients, resulting in an average of 25% cost reduction and 55% revenue increase. Provided actionable insights on customer behaviour, market dynamics, and sector trends to support strategic planning and go-to-market execution.
- Built detailed financial models to assess feasibility and returns of new opportunities, incorporating scenario analysis, valuation benchmarks, and financial forecasting. Integrated internal KPIs with external market research to support strategic initiatives, capital planning, and financial optimisation of the businesses. Synthesized outputs into investment thesis and investor presentations to guide funding discussions and expansion plans.

**Senior Research Assistant – Concordia University - Montreal, Canada**

Oct 2023 – Apr 2025

- Compiled a comprehensive lexicon on Cryptocurrency and Decentralized Finance, analyzing industry trends and their impact on financial accounting and reporting, under the Director of the Desjardins Centre for Innovation in Business Finance.
- Led the data collection phase for a research project evaluating ethical conflicts arising from environmental regulators joining private sector leadership roles and contributed to a literature review on cybersecurity risk disclosures by compiling and organizing relevant terminology and data sources.

**Equity Research Associate / Financial Analyst – Prabhu Securities, Ludhiana, India**

Oct 2021 – Oct 2022

- Performed fundamental equity research and analysis and due diligence from the long-term perspective (5-10 years) and recommended equity research for the Long-term Equity allocated portfolio of approximately INR 100 million plus.
- Equity valuations were successfully used in 15% profitable investment decisions, leading to 5% growth in portfolio returns and collaborated with internal & external stakeholders to refine investment memorandums and enhance research reports.
- Performed extensive due diligence which included financial statement analysis, financial modelling, data analysis, quantitative analysis, Discounted Cash Flow analysis and comparable company analysis, preparing investment thesis, precedent transaction analysis, industry and company research, investment analysis, earnings report analysis, capital market research and analysis, analysing mergers and acquisitions reports, and preparing client presentations.

**Financial Analyst – Wipro Ltd., Bangalore, India**

Sep 2020 – Sep 2021

- Managed 30 clients of Wipro Ltd. amounting to approx. \$180 million in total contract value. Performed Financial Analysis and contract negotiations and provided financial revenue planning, forecasting and budgeting support to the FP&A department.
- Performed and negotiated final contract pricing with the clients on behalf of the Wipro revenue & pricing team, leading to successful 5% increase in operating profit margins of the Automotive Sector of Wipro.

**Co-founder (CFO & Financial Analyst) – Mashooriya Enterprises LLP, Bangalore, India**

Jan 2019 – Oct 2020

- Founded a marketing firm specializing in innovative branding strategies. Secured long-term client contracts with Tesco and Café Coffee Day. Delivered 3x revenue growth in the first two years through strategic financial planning and effective client relationship management.

## SKILLSET

Financial modeling & valuation analysis • Business analysis • Data analysis • Equity and asset valuations • Macroeconomic & market research • Detail-oriented • Financial consulting • Quantitative and qualitative analysis • Corporate finance • Portfolio management • Stakeholder relations • Microsoft PowerPoint • Risk assessment • Microsoft Excel (with VBA) • Deal pricing, contract review and client negotiation • Analytical skills • Futures, options and other derivatives • Financial analysis

## VOLUNTEER WORK / EXTRACURRICULAR ACTIVITIES

**President – Finance and Analytics** of the John Molson Entrepreneurship Club

**Vice President – Content and Communications** of the John Molson Graduate Investment Club

**Team Captain (Handball):** The team won 5 zonal, 5 district level, and 1 C.B.S.E. North-zone Cluster championship (National)

**Debate competitions** – Participated and won multiple Debate competitions at State and National Level.