

Fatehbir Singh Sohu

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

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Summary | 5 years of experience in Corporate finance & valuations, Investment analysis, Financial Consultancy and Risk

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

Applications | Microsoft Office Suite • G-suite • Bloomberg • S&P Capital IQ • Morningstar Direct • FactSet • CRM • NetSuite
Languages | English – Advanced • French – Beginner • Hindi – Advanced • Punjabi – Advanced

EDUCATION

Master of Business Administration - MBA (Full-Time with specialization in Finance)

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

Overall, 3.9 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)

CHRIST University, Bangalore, India

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

WORK EXPERIENCE

Financial Risk Analyst (Full-time) – Relay Financial, Toronto, Canada

Jul 2025 – Present

- Drive financial forecasting, scenario modeling, and data analysis using Crystal Reports and CRM tools, translating insights into strategic recommendations for capital allocation and financial planning.
- Lead AML transaction monitoring and EDD reviews to detect and mitigate regulatory exposure, ensuring compliance with financial crime frameworks and audit standards across client portfolios.
- Collaborate with cross-functional teams and SMB clients to resolve complex financial issues, strengthen risk reporting accuracy, and deliver process improvements in a high-growth fintech setting.

Senior Consultant (Contract) – Concordia Small Business Consulting Bureau, Montreal, Canada

Sep 2023 – 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 financial planning and go-to-market execution.
- Built complex in-depth financial models to assess the feasibility and returns of new opportunities (ROI and IRR), incorporating cash flow projections, sensitivity analysis, valuation benchmarks, and financial forecasting. Integrated internal KPIs with external market risk & 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 (Contract part-time) – 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 (Full-time) – Prabhu Securities, Ludhiana, India

July 2020 – Oct 2022

- Performed fundamental research and analysis (Equity markets) 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 modeling, quantitative analysis, Discounted Cash Flow analysis (DCF), market and comparative analysis, preparing investment reports and investment recommendations, precedent transaction analysis, market and industry research, investment analysis, capital market research, equity valuations, analysing mergers and acquisitions (M&A) reports, and preparing pitch books and presentations.

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 MNCs such as 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 modelling & valuation analysis • Business analysis • Data analysis • Equity and asset valuations • Sector analysis & market research • Detail-oriented • Financial consulting • Quantitative and qualitative analysis • Corporate finance • Portfolio management • Stakeholder and investor relations • Microsoft PowerPoint • Investment risk analysis • Microsoft Excel (with

VBA) • Analytical skills • Futures, options and other derivatives • Financial analysis • Corporate strategy • Variance analysis • Market Risk • Enhanced due diligence (Anti-Money laundering)

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 the State and National Levels.