

NAVEEN VARGHESE

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EDUCATION

CONCORDIA UNIVERSITY, JOHN MOLSON SCHOOL OF BUSINESS (JMSB)

Montreal, QC

MBA, Business Strategy

September. 2024

- GPA: 4.02/4.30 (Top 3%), Copland Family Scholarship (\$1.5K, 1 per batch of 60), Golden Key Recipient (top 15%), Deans list (top 5%), Beta Gamma Sigma recipient (top 10%)
- TA: Marketing (MBA664), Entrepreneurship (COMM320), & Data Analytics (MBA663)

UNIVERSITY OF CALICUT

Kerala | Malappuram, India

B.Tech, Mechanical Engineering

June. 2018

- GPA: 8.11/10.00, First Class with Honors (Top 5%), MOMA Scholarship (\$1K, 1 of 20, out of 800, to receive)
- Entrepreneurship Development Club (EDC), Co-founder: Launched club and supported 12 members to secure \$85K from Gov.

EXPERIENCE

RTX (\$200B value company, working for Pratt & Whitney Canada)

Montreal, QC

Senior Specialist, Business Development; Pricing Strategy & Transactions

June. 2025 – Present

- Led end-to-end evaluation of complex 'end-of-life' aftermarket opportunities, including problem framing, hypothesis-driven analysis, and multi-scenario financial models to support VP-level decisions on portfolio strategy; \$X0M/year impact
- Conducted market research, invoice analysis & pricing analysis for various engine/APU models and presented recommendations
- Built multi-scenario financial models to evaluate long-term profitability and ROI of aftermarket commercial offerings across multiple time horizons, and presented to the VPs for the execution approval: Potential impact of \$XM/year
- Partnered with finance, engineering, and legal stakeholders to validate assumptions, risks, and commercial viability of strategic initiatives & partner negotiations: Impact ~\$X00-X00M over life of contract

OUTLIER.AI (AI-based Startup)

Montreal, QC

Freelancer

September. 2024 – June. 2025

- AI-Prompting to check the thought flow and logic in various mathematical and Business strategy problems using LaTeX language

BOMBARDIER (\$9B business jet manufacturer)

Montreal, QC

Strategy & Business Development Analyst

September. 2023 – September. 2024

- Developed a Power BI model to auto-update market analysis reports based on big data from "Cirium" database, resulting in a one-time saving of \$X00K; presented the tool to the Director of Defense
- Hosted daily S&OP meetings for Aftermarket operations, ensuring KPI alignment and streamlining operations

CONCORDIA SMALL BUSINESS CONSULTING BUREAU (\$100K consulting arm of JMSB)

Montreal, QC

Management Consultant

April. 2023 – August. 2024

- Led cross-functional teams on 5+ strategy mandates (GTM, product launch, regulated-market entry), combining external research, competitor analysis, and financial modelling to drive board-level decisions
- Created a growth strategy for a \$25M Garment Steamers firm through thorough market research and data analysis; projections indicate \$2M revenue growth from Year 2 and an overall revenue growth of 14%
- Designed multi-year financial models (NPV, IRR, ROE) for the strategic recommendations made for different clients
- Developed five EdTech strategies for a renowned Montreal school, driving \$800K in revenue and enhancing its valuation

DOHA COMPUTER CENTRE (\$3M IT retailer)

Doha, Qatar

Head of Sales & Strategy

October. 2021 – December. 2022

- Strategically redirected focus from B2C to B2B and B2G customer segments, achieving a 1152% increase in monthly revenue. This market repositioning transformed a \$10K monthly loss into a \$30K profit within 9 months
- Demonstrated entrepreneurial acumen by creating a data-backed business case to the managing directors to launch a new line of business; Server Sales. Projected an additional revenue of \$37K /month from the initiative
- Implemented new sales strategies that enhanced customer engagement and retention. Achieved 95% client retention rate MoM

SUPERMAA (\$40K food delivery platform)

Thrissur, India

CEO & Co-Founder

December. 2020 – February. 2022

- Formulated a strategic plan that is aligned with the 4Ps of marketing, driving a ~500% increase in consumer engagement; designed pitch decks and identified key funding opportunities for securing \$10,000 in seed capital (friends & family)
- Led a team of 15 to market 12 products, and develop website from scratch; implemented go-to-market strategy for the brand in collaboration with external stakeholders; analyzed and synthesized trends, addressing customer pain points, leading to 15K+ engagement. The promotion was reshared by the Chief Minister (CM) of our province

PERSONAL

- LANGUAGES:** English (IELTS 8), Hindi (native), French (Level 5 mifi).
- TECHNICAL SKILLS:** Excel, PowerPoint, BI Tools, Python, Salesforce (7 badges), GenAI prompt Eng., Financial Modelling, Creating business cases (Lead for Centre Of Excellence (CoE) for business cases for P&WC Aftermarket team)
- CERTIFICATIONS:** PMP, Power BI, Tableau, 6 Sigma Project Management, Python Basics, Bloomberg terminal