SOHAIL SINGH MAHAL

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PROFESSIONAL SUMMARY

Schulich MBA candidate and former KPMG consultant with 3+ years of experience across 12+ client engagements in fintech, telecommunications, infrastructure, banking, global mobility and retail. Designs frameworks, runs end-to-end audits, and uses data analytics to close control gaps and cut turnaround time by up to 70%. Works across digital transformation, business strategy and technology risk, translating findings into recommendations for clients and senior stakeholders.

EDUCATION

Master of Business Administration, Technology Leadership **Sept. 2026 – Present**
Schulich School of Business, York University, Toronto, ON

- Associate Director, Case Analysis Club | Cohort Representative, Graduate Business Council **Oct. 2026 – Present**

Bachelor of Engineering, Electronics & Communication (Honours) **May 2019 – Jul. 2023**
UIET, Panjab University, Chandigarh, India | CGPA: 8.03 / 10

RELEVANT EXPERIENCE

Consultant – Risk Advisory, KPMG India, Gurugram, India **Jan. 2023 – Aug. 2026**

- Led a team of 4+ to audit 50+ promotional contests for a fintech platform and a D2C retailer, analysing datasets of up to 10M records to cut turnaround from 10 days to 3 days (70%).
- Designed and scaled a revenue assurance framework for a government telecom operator, identifying ₹4M in revenue leakage during a regional pilot; developed 125+ automated controls, expanded nationwide across four billing nodes, and trained 25+ personnel.
- Developed 40+ KPIs and a reusable analytical model across 8 toll plazas (5M+ transactions each), working with senior client stakeholders to surface revenue leakage and reduce analysis time by 60%+.
- Partnered with the financial risk team of a global mobility platform to test 30+ automated controls across fare, tax and promotions engines; identified 2 failing controls, quantified their financial impact and worked with developers to fix them; delivered with zero delays and was requested by name for the next engagement.
- Assessed technology controls for multiple multinational clients, including a UAE conglomerate (IPO readiness), a pan-African telecom operator and a global bank; mapped risks to controls in SAP, Oracle, Azure and ServiceNow, identified policy and control gaps, and advised client management on remediation and preventive and detective measures.

Trainee Engineer, R&D, Precision Cultivation Aids, Ludhiana, India **Jun. 2022 – Dec. 2022**

- Designed a critical module of an in-house laser land-leveller transmitter as part of the core R&D team, cutting its cost from ~USD 1,000 to under USD 200 (70%+); the redesign was adopted in later product versions.

RELEVANT PROJECTS

Atlas – AI Knowledge & Retrieval Platform, Personal Project, Toronto, ON **Sept. 2026 – Present**

- Built Atlas, an AI platform using multi-agent, RAG-based retrieval to surface relevant knowledge from an organisation's past engagements and deliverables, prioritising approved internal data over public sources. (sohailmahal.com/projects)

Northline Manage – Multi-Tenant SaaS Booking Platform, Personal Project, Toronto, ON **Sept. 2026 – Present**

- Designed and built client websites and a custom CRM with role-based access and activity logging, enabling clients to manage their own content and bookings; onboarded 2 clients. (sohailmahal.com/projects)

LEADERSHIP & ACHIEVEMENTS

- KPMG Rising Star Award (2024) and Kudos Award (2024) for outstanding client delivery.
- Mentored 60+ interns across 3 cohorts in data analytics, querying and Excel, preparing them for client work and showing how analytics is used on real engagements.
- National-level competitive swimmer and water polo player (2018, 2021) – State Gold Medallist (2016, 2018, 2020).

ADDITIONAL INFORMATION

Certifications: Certified Information Systems Auditor by ISACA (2026) | ISO 27001:2022 Lead Auditor (2024) | COBIT 5 Foundation (2025) | ISC2 Certified in Cybersecurity (2024)

Core Skills: Structured Problem-Solving | Data Analytics | Stakeholder Management | Client Relationship Management | Team Leadership | Process Improvement | Workflow Optimisation | Risk and Control Assessment

Technical: SAP | Oracle | ServiceNow | AuditBoard | Jira | SQL/PL-SQL/PostgreSQL | Power BI | Advanced Excel