

Talha SANDHU

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EDUCATION

INSEAD MBA

Fontainebleau, France
2025-2026

- Winner, IESE Roland Berger International Case Competition 2026, President of the Horse Riding Club

University of Sussex BSc International Business with Honours

Brighton, United Kingdom
2019-2021

- First Class Honours (GPA 4.0), Elected International Student Officer representing 5,500+ students

EXPERIENCE

QNB Capital

Doha, Qatar

Investment banking arm of QNB Group, the largest bank in the Middle East and Africa by assets (~\$350bn)

Investment Banking Analyst

2023-2025

- Led a 3-person analyst team across mandates spanning fintech, aviation, oil and gas, utilities, and construction, delivering client-ready analysis and recommendations directly to C-Suite and board-level stakeholders
- Shaped the analytical and strategic case for Qatar Investment Authority's \$770M takeover of Qatar Cool, presenting to QIA's C-Suite and independently identifying carbon-credit monetisation as an untapped revenue stream, which the CEO adopted as a core pillar of the client's sustainability positioning and IPO roadmap
- Constructed a sum-of-the-parts valuation across 10 subsidiaries to assess IPO feasibility for a \$570M fit-out group; identified that the client's liquidity timeline made a public listing unviable and pivoted to a private sale, raising ~\$150M in growth capital for the founders
- Deployed as part of an emergency advisory team on Qatar's largest construction sector crisis; structured a debt resolution for a firm with >\$1B in liabilities, personally managing stakeholder negotiations with bank CEOs, company founders, and government ministers and presenting to steering committee conferences throughout

Cepheid Seed Company Pvt. Ltd

Islamabad, Pakistan

Vertically integrated agribusiness specialising in high-quality, disease-resistant seed production and commercial farming

Founder

2022-2023

- Founded and built Cepheid into a vertically integrated seed business on a 900-acre farm; secured financing, sourced machinery, and stood up operations from zero while managing a team of 50 across labourers, agronomists, contractors, and researchers, growing revenue 40% within the first year
- Identified operational losses across 900 acres through hands-on yield tracking and financial analysis; led the transition to solar energy and introduction of drip irrigation, managing each from vendor sourcing and contract negotiation through to installation, reducing energy costs by ~30% and water consumption by ~40%
- Identified a certified seed grading market gap through primary research; secured blended financing by negotiating term sheets and building the feasibility model independently; established a grading facility serving internal and external farmers and repositioned the portfolio toward higher-value varieties including G1 garlic and high-yield seeds

MCR Property Group

London, United Kingdom

Privately held real estate investment firm with £5bn+ of completed projects across the UK

Acquisitions Analyst

2021-2022

- Originated a £23M off-market warehouse acquisition through cold outreach, independently valuing the asset and negotiating directly with the business owner through to close; the only analyst to source and close a deal independently that year
- Built IRR and DCF models across £400M+ of residential, logistics, and mixed-use opportunities, presenting return frameworks and recommendations to the CEO and investment committee on a weekly basis to drive capital allocation decisions
- Maintained a live deal pipeline across South England through daily outreach to agents, brokers, and developers, cold-approached businesses with logistics assets directly, and benchmarked 20+ sites to identify high-return warehousing and residential opportunities
- Identified underperforming assets across the portfolio by analysing cashflow yields, land utilisation, and refurbishment potential; developed value-add strategies that re-prioritised £60M+ of capital toward higher-return opportunities and presented recommendations directly to senior management

ADDITIONAL INFORMATION

AI & Automation Projects: Personal portfolio of automation tools built to solve real problems: flood forecasting systems, financial risk scoring, and health analytics dashboards. Building more. Explore at talhasandhu.com

Interests: Polo player and horse rider; squash player in local leagues; mountaineering in the Himalayas and Karakoram at 4,000m

Language Proficiencies: English, Urdu

Technical Competencies: Claude Code, Codex, Cursor, Microsoft Office, Excel, PowerPoint, Tableau, DCF, M&A and LBO Modelling, Python