

Contact

www.linkedin.com/in/ehsansaya
(LinkedIn)
www.daraz.pk/ (Other)

Top Skills

Investment Banking
Financial Modeling
M&A Modeling

Languages

Urdu (Native or Bilingual)
Arabic (Limited Working)
English (Native or Bilingual)

Ehsan Saya

Managing Director - Daraz (Alibaba Group) at Daraz
Pakistan

Summary

Former Investment Banker; now leading Pakistan's largest and most revolutionary eCommerce marketplace - Daraz! With millions of customers and thousands of sellers, we are changing how commerce works in this amazing country. My aim is to provide every honest and hardworking person / business in Pakistan with a platform that allows them to sell the most relevant, authentic, and competitively priced products to millions of customers across the country. We're always looking for smart people so come join us in our journey of revolutionizing commerce in Pakistan!

Experience

Daraz

Managing Director - Daraz (Alibaba Group) - Pakistan & Sri Lanka
September 2018 - Present (5 years 10 months)
Pakistan

Daraz is the largest eCommerce platform in Pakistan, Bangladesh, Sri Lanka, Myanmar and Nepal. Our mission is to uplift communities through the power of commerce!

JoeyCo

6 years 2 months

Co-Founder, Head of Corporate Development and Interim CFO
November 2016 - September 2018 (1 year 11 months)
Toronto

- Co-Founder of a growing transportation and logistics Company - JoeyCo
- Responsible for finance and growing and initiating strategic partnerships
- Assisting various teams including operations, sales, tech, and marketing to manage the product and required services

Director, Board of Directors

August 2012 - September 2018 (6 years 2 months)
Toronto, Canada Area

Origin Merchant Partners

Associate

January 2013 - November 2016 (3 years 11 months)

Toronto, Canada Area

- Advised and evaluated M&A and financing opportunities for clients in various industries including Media / Telecom, Metals & Mining, Technology, and Agriculture
- Managed junior team members and preparation of pitch books
- Collaborated with senior management teams of corporations to lead all aspects of mergers, acquisitions, and divestitures including crafting and preparing board materials, negotiating deal structuring and tactics, assisting with closing documentation

BMO Capital Markets

3 years

Investment Banking Analyst - Equity Capital Markets

August 2011 - June 2012 (11 months)

Toronto, Canada Area

- Worked closely with senior management of companies in Technology, Metals & Mining, and Oil & Gas industries to address capital needs through treasury and secondary offerings of common equity, preferred shares and convertible debentures

Investment Banking Analyst - Global Metals & Mining

July 2009 - August 2011 (2 years 2 months)

- Built valuation and merger models, conducted comprehensive valuation analysis using Discounted Cash Flow, comparable company, and precedent transaction analyses that were used directly in pitch materials, value perspectives, advocacy documents, transaction structuring perspectives, and financing alternatives overviews
- Conducted due diligence, collaborated and assisted senior bankers and company management in preparing presentations and organizing data rooms

Rothschild

Summer Analyst - Mergers & Acquisitions

May 2008 - September 2008 (5 months)

Education

The University of Western Ontario - Richard Ivey School of Business

