



Varun Goil

Director Corporate Strategy & Investment

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SUMMARY

Profile Snapshot

- 17+ years in *corporate strategy, Investments, Business Development & Transformation*
- **Sector exposure:** Retail, Healthcare, F&B, Manufacturing, Agriculture, Trading, Cement, Private Equity
- Long-term aspiration: **Chief Strategy Officer (CSO)**

Core Competencies/Skills

- Corporate, Business Unit, & Commercial **Strategy**
- Mergers & Acquisitions (**M&A**)
- Joint Ventures & Strategic **Partnerships**
- **Portfolio** Management & Capital Allocation
- **Financial Modelling** (DCF, ROI, IRR, Scenario Analysis, ROIC/ROCE)
- Governance, Risk & **Compliance**
- Performance Management & **KPIs**
- Transformation & PMO **Leadership**

Stakeholder Exposure

- **Sovereign Wealth Funds:** ADQ, Africa Development Fund, ADIO, ADUI, ADAFSA, ADFD
- Ministries & Regulators across **GCC**
- Shareholders Offices & Family Groups, **Presidential Court**
- Global Investors & multinational **partners**

Tools & Frameworks

- Strategy **Framework:** SWOT, Porter's 5 Force, PESTLE, GAP Analysis

EXPERIENCE

Director – Corporate Strategy & Investments *from Sep 2025*

Maanvi Holding Pvt. Ltd. – UAE

About Maanvi Holding

It is a diversified investment company with interests across (Retail, Trading, F&B, Impact Investing and Emerging Sectors). The group focuses on sustainable growth, portfolio diversification, and strategic partnerships across GCC, Asia, and Africa.

Role Mandate

Leading the Corporate Strategy & Investment function, responsible for shaping the group's long-term direction, driving portfolio growth, and supporting the GCEO and Board in making informed investment and diversification decisions. The role also supports governance, transformation, and stakeholder engagement to position Maanvi Holding as a regional growth platform.

Head – Corporate Strategy & Investments *Dec 2021 – Aug 2025*

E20 Investment Ltd. Abu Dhabi, UAE

Reporting to: GCEO | Member of Investment, Audit & Risk Committees

- Established **Strategy & Growth Office** to track portfolio **KPIs** and turnaround initiatives.
- Executed **M&A, JV, and greenfield projects** in aquaculture, F&B, trading, and manufacturing.
- Originated cross-border opportunities worth **USD 175 million**, delivering **IRR of 12.5% and ROI of 17%**.
- Developed financial models (DCF, synergy, scenario planning) for transactions as investor and/or operator between **USD 5 – 300 million**.
- Negotiated **term sheets, SPAs, and shareholder agreements** with international partners.
- Pre-merger planning, and implemented post-merger integration to achieve cost synergies of **USD 17.5 million**.
- Developed & executed a **USD 200 million Impact Investment** Fund for Africa serving 8 countries, resulting in UN–SDG goals of “Poverty & Hunger Reduction, Employment Generation, Industry Innovation & Infrastructure, Sustainable Agriculture, Partnerships for the Goal”.

Group Business Manager – Strategy & Transformation *May 2017 – Nov 2021* | Jamal Al Ghurair Group–Dubai, UAE

- Marketing budget custodian for **AED 12 million**.
- Reporting of **marketing effectiveness**, various analytics and campaigns.
- Established Product Road Map, functionalities, ease of access and **enhanced CX**.
- Led **Digital Transformation** for 4 business verticals Sugar, Drywall, Investment & Real Estate.

- Performance Mgmt.: Oracle Hyperion, **Balance Scorecard**
- **Analytics**: Python (Pandas, NumPy, Matplotlib), Tableau, Power BI
- **Transformation Tools**: ARIS for PMO, Risk & Compliance

Education & Certifications

- **MBA** (Finance & Marketing), Rajasthan Technical University
- **B. Com** (Accounting), Jai Narain Vyas University
- Business Strategy & Financial Performance- **INSEAD** (2025)
- **Data Science & AI**- IIM-K (Expected 2026)
- **Certified Internal Auditor** (ISO 9001 & 14001)

REFERENCES

Reference available upon request

- Led **E-Commerce** project for the group, expertise in multivariate & A&B testing technique.
- Key member of **PMO** team for various mergers & acquisitions.
- Supported due diligence, deal evaluation and negotiation for overseas investments worth **USD 150 million**.
- Enhancing & enriching of **Customer Life Cycle** across the group business Processes through automation/Digitization.

Business Insights Manager

Sep 2013–Apr 2017

JK Cement Works–UAE

- **Marketing Mix** custodian for groups +**AED 35 million** business. (Pricing, Product, Place, & Promotion)
- Lead **marketing, branding & corporate communications** for international operations.
- Implemented **Blue Ocean Strategy**– Consumer application based product & market development.
- **Qualitative & Quantitative research** studies for insights and leadership steering.
- Achieved brand equity rating of **3 on scale of 5** within **3** years of business operations.
- Conducted **market intelligence** & aligned pricing strategies for regional expansion.
- Supported growth into **6** new geographies with **CAGR of 3.72%**.

Senior Office–Marketing

Jan 2009–Dec 2013

Binani Cement Ltd. India (Acquired by Aditya Birla Group)

- Marketing, Branding, Logistics Planning, Events.

Sales Manager

Jan 2008–Dec 2009

Reliance Life Insurance–India

- Sales & Business Development.