

Ramana Prabhu Sana

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Seeking **2026 Internship** opportunities in Analytics and technology

PROFILE

Strategic and results-oriented Senior Lead Analyst with 6+ years of global experience delivering actionable insights and scalable forecasting solutions across pharmaceutical and consulting domains. Adept at leading cross-functional initiatives, developing predictive models, and automating analytical platforms to influence multi-billion-dollar portfolio decisions. Recognized for bridging business needs with data-driven strategy to unlock growth, reduce risk, and accelerate the decision-making process for global Franchise heads.

- **Skills** – Pharma and Oncology Forecasting, Predictive Modeling (ARIMA), Data Visualization, Market Research
- **Tools** - Advanced Excel (VBA, Macros), Python, NumPy, Pandas, SQL, Power BI, Qlik Sense, Tableau

EDUCATION

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| Purdue University, Daniels School of Business <i>Master of Science in Business Analytics and Information Management</i> | West Lafayette, IN Aug 2025 - Dec 2026 |
| Vellore Institute of Technology <i>Bachelor of Technology in Mechanical Engineering</i> | Vellore, TN, India July 2017 |

PROFESSIONAL EXPERIENCE

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| Novartis Pharmaceuticals Corporation <i>Senior Lead Analyst</i> | Hyderabad, TG, India July 2023 - July 2025 |
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- Spearheaded Prostate cancer market and pipeline valuation leveraging ARIMA-based trend forecasting in Excel, collaborating with cross-functional teams to deliver accurate trend insights for strategic planning
- Developed Excel-based sales forecast for \$1.2Bn Lung cancer asset using Kantar Health data, boosting accuracy by 70% and facilitating 2024 launch decisions with cross-functional leadership
- Built a predictive Excel model for the emerging Radio Ligand Therapy brand in the Prostate cancer brand in the EU, and incorporated cross-functional inputs to evaluate country-level revenue potential for the launch strategy

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| Genpact <i>Lead Analyst</i> | Pune, MH, India October 2022 - July 2023 |
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- Built a global forecasting model and Power BI dashboard with Cardiovascular teams of 20+ countries for a client, boosting prediction accuracy by 80% and streamlining leadership decisions for launch strategy

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| Novartis Pharmaceuticals Corporation <i>Business Analyst</i> | Hyderabad, TG, India January 2021 - October 2022 |
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- Reconfigured VBA-based forecasting submission tool for global oncology portfolio, enabling 100% on-time forecast submissions, smooth global adoption, and significant reduction in subcontracting costs
- Forecasted \$800M global revenue for a migraine brand using Excel and pharma data, and developed a Qlik Sense dashboard for the global Neuroscience team to visualize KPIs and drive strategic decisions

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| ZS Associates <i>Decision Analytics Associate</i> | Pune, MH, India July 2019 - December 2020 |
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- Led global forecast model creation and Tableau dashboard for \$3.5Bn M&A deal in Multiple Myeloma for a Fortune 500 firm, optimizing accuracy for existing assets and catalyzing data-driven assessment of the deal
- Led forecast model design for HIV in Scarsin i2e platform, automating patient-level data integration from multiple sources to enable real-time revenue updates and weekly actuals tracking
- Conducted in-depth market research for Sickle Cell, Beta Thalassemia, and Tenosynovial giant cell tumor, shaping forecast models using secondary data and clinical trials, driving a 10% increase in global revenue

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| Sterlite Technologies <i>Engineer - Quality Assurance</i> | Silvassa, India December 2018 - June 2019 |
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- Leading and mentoring a 50-member team to drive timely, high-quality inspections of optical fiber cables
- Conducted detailed reliability tests on optical fiber cables across 20+ samples every day, assessing tensile, bending, and torsional stresses to identify root causes of cable failures to decrease scrap of final products