

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

Purdue University, Daniels School of Business

West Lafayette, IN

Master of Science in Business Analytics and Information Management

Aug 2025 - Dec 2026

Vellore Institute of Technology

Vellore, TN, India

Bachelor of Technology in Mechanical Engineering

July 2017

PROFESSIONAL EXPERIENCE

Novartis Pharmaceuticals Corporation

Hyderabad, TG, India

Senior Lead Analyst

July 2023 - July 2025

- 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

Genpact

Pune, MH, India

Lead Analyst

October 2022 - July 2023

- 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

Novartis Pharmaceuticals Corporation

Hyderabad, TG, India

Business Analyst

January 2021 - October 2022

- 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

ZS Associates

Pune, MH, India

Decision Analytics Associate

July 2019 - December 2020

- 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

Sterlite Technologies

Silvassa, India

Engineer - Quality Assurance

December 2018 - June 2019

- 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