

RAMRAJ SHARMA

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Hiring Manager
DoorDash

Dear Hiring Manager,

I am writing to apply for the Finance & Strategy Associate role at DoorDash. I am an MBA candidate at UNC Kenan-Flagler Business School with experience across strategic finance, operating-level FP&A, and investment analysis, and I am motivated by roles that combine data, modeling, and cross-functional collaboration to drive better business decisions.

In my most recent role as a Private Credit Intern at a lower-middle-market investment firm, I worked closely with deal and portfolio teams to evaluate business performance, model future scenarios, and support capital allocation decisions. This required building operating models, analyzing revenue and volume drivers, stress-testing assumptions, and translating financial results into clear insights that informed go-forward decisions. While the context was investing, the core work closely mirrors strategic finance: understanding how products and businesses perform, what drives outcomes, and how decisions today shape future performance.

Previously, as Director of Finance at Hariyo Tarkari, a growing consumer and B2B business, I partnered directly with operations and sales leaders to manage budgets, forecast performance, and evaluate growth initiatives. I owned financial planning for multiple teams, analyzed budget versus actual performance, and built simple but effective models to assess pricing, expansion, and capacity decisions. Working in a fast-moving environment with limited resources taught me how to prioritize impact, move quickly with imperfect data, and collaborate closely with non-finance partners to drive outcomes.

Across these roles, I have developed strong fundamentals in budgeting, forecasting, and financial modeling, with an emphasis on using analysis to support real business decisions rather than reporting for its own sake. I am comfortable working in Excel, building models to test ideas, and iterating as assumptions change. I enjoy partnering with cross-functional teams, asking the right questions, and helping turn data into actionable insight. I am also a CFA Level III candidate, which has strengthened my analytical rigor and understanding of financial decision-making.

DoorDash's mission, scale, and focus on using data to continuously improve products strongly resonate with me. I am excited by the opportunity to help model the future of the business, evaluate product effectiveness, and work alongside teams across the company to support thoughtful, data-driven growth.

Thank you for your time and consideration.

Sincerely,
Ramraj Sharma