# RAMRAJ SHARMA

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## EDUCATION

**UNIVERSITY OF NORTH CAROLINA, Kenan-Flagler Business School** – Chapel Hill, NC          May 2026
**Master of Business Administration,** Full-Time MBA Program
- Full Tuition Scholar; Concentration in Corporate Finance and Business Analytics & Management Science

**KATHMANDU UNIVERSITY SCHOOL OF MANAGEMENT** – Kathmandu, Nepal          June 2020
**Bachelor of Business Administration (Honors);** Specialization in Finance, GPA: 3.72

## EXPERIENCE

**PLEXUS CAPITAL, LLC** – Raleigh, NC          June-Dec 2025
*A leading lower middle market private credit fund with ~ $3B in AUM*
**Portfolio Monitoring Intern**
- Delivered $5M+ in EBITDA improvements across 7 portfolio companies by conducting variance analysis of supply chain costs and P&L drivers, and presenting actionable recommendations to management
- Minimized monthly reporting cycle by 40% by automating KPI and covenant tracking for 72 portfolio companies, integrating ERP data into Power BI dashboards that provided executives with real-time performance visibility
- Enhanced 20% accuracy of budget vs. actual reporting by consolidating large datasets from portfolio companies into standardized financial models, reconciling discrepancies, and ensuring integrity in quarterly fund reporting

**HARIYO TARKARI PVT LTD** – Butwal, Nepal
*An agri-business startup with retail and B2B channels and $4M in annual revenue*
**Director of Finance**          2022-2024
- Generated $1M incremental revenue and $100K EBITDA growth by leading capital allocation and ROI analyses on logistics and product-line expansion, leveraging Python for scenario modeling and long-range forecasting
- Secured $500K in external funding by preparing board-ready financial performance reports, KPI dashboards, and forecasts that demonstrated clear ROI on strategic initiatives and aligned growth plans with financial outcomes
- Improved cash shortfalls by 25% by implementing a rolling 13-week cash flow model, integrating ERP data with automated variance tracking with SQL and VBA to provide timely visibility into working capital needs
- Standardized performance reporting across 3 business units by consolidating ERP, CRM, and operational datasets into data models and dashboards, ensuring accuracy in budgeting, reforecasting, and management reporting

**Senior Financial Analyst**          2020-2022
- Increased forecast accuracy by 60% and reduced excess inventory by 20% by pioneering a lean forecasting process in a startup, iterating Python-based models to integrate sales, supplier, and budget data
- Cut performance reporting time by 65% and enabled real-time decisions by establishing budget reporting standards, creating Power BI dashboards integrated with ERP to automate sales, margin, and budget tracking
- Boosted gross margin by 12% by building a cost optimization framework, leading SKU and budget variance analysis to identify 50+ unprofitable products and drive pricing strategies

**SOFTNEP PVT LTD** – Kathmandu, Nepal          2018-2019
*A leading web design and tech consulting firm in Nepal*
**Product Management Analyst**
- Supported financial planning for $1.4M in product development projects by preparing baseline budgets, reconciling expenses, and assisting in cost tracking to ensure adherence to project goals
- Developed interactive Excel and Power BI dashboards visualizing sales pipeline stages and conversion rates, enhancing data-driven decisions across product and sales teams resulting in 15% higher conversions.
- Conducted 10+ competitor benchmarking and market research, transforming findings into financial summaries and reports that guided management in refining pricing and go-to-market strategies

## ADDITIONAL
- Work Authorization: USA-3 year OPT starting May 2026
- CFA Level III candidate; Passed Level I and II with 90th percentile score
- Technical Skills: Excel, PowerPoint, Tableau, Power BI, SQL, Snowflake, Salesforce, Python, VBA Macros, MATLAB
- Hobbies: Futsal, Podcasts on human psychology, and Vipassana Meditation