

# **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

- Concentration in Corporate Finance, and Capital Markets and Investments
- Full Tuition Merit Scholar
- Relevant Coursework: Corporate Valuations, Investment Banking, Private Equity, Fixed Income

**KATHMANDU UNIVERSITY SCHOOL OF MANAGEMENT** – Kathmandu, Nepal

June 2020

**Bachelor of Business Administration (Honors)**, Specialization in Finance

- Summa Cum Laude (GPA: 3.72)
- President of the Student Council; led Nepal's largest college festival, mobilizing a team of 75 individuals

**CHARTER FINANCIAL ANALYST (CFA)**

2025

- CFA Level III Candidate; Completed Level I and Level II with 90<sup>th</sup> percentile score

## **EXPERIENCE**

**PLEXUS CAPITAL, LLC** – Raleigh, NC

June 2025 - Present

*A leading lower middle market private credit fund with ~ \$2.5B in AUM*

**MBA Internship**

- Led internal valuation of 50+ portcos by identifying key value drivers, normalizing non-recurring items, and coordinating with external valuation providers (Lincoln, Kroll) to reconcile discrepancies, ensuring accuracy of fund NAV reporting
- Saved 200+ person-hours per month by standardizing covenant and KPI tracking for 60+ portfolio companies using Power Query and Excel, tracking performance, and enabling faster risk flagging with clear P&L impact visibility
- Supported two add-on acquisitions totaling ~\$45M for existing portfolio companies by assisting with financial modeling, conducting industry benchmarking, and drafting investment memos to drive business development initiatives

**HARIYO TARKARI PVT LTD** – Butwal, Nepal

2020 - 2024

*An agri-business startup with retail and B2B channels and \$3M in annual revenue*

**Co-founder and Director**

- Achieved 70% CAGR in a fragmented, hypercompetitive market by identifying unmet customer needs and securing exclusive rights through 3 strategic co-investments, supplier incentives, and targeted business development initiatives
- Led and trained 3 account managers in value-based negotiation to own institutional clients' P&L, growing the company to 112 employees with sustained 93% employee retention by fostering a culture of ownership and accountability
- Drove 35% higher productivity and 40% fewer errors by deploying Odoo ERP automation to track KPIs, auditing logistics bottlenecks with root cause analysis, and streamlining assembly line workflows using Lean process improvements
- Improved sales forecast accuracy by 60% through Python-based predictive models to segment customers and match SKU-level forecasts with vendor supply capacity, generating financial insights to optimize pricing and reduce shortages
- Generated \$1M in incremental revenue and \$200K in EBITDA by executing strategic capital investments in 3 companies, using scenario-based models to guide decisions and strengthen market differentiation via expanded product offerings
- Secured 35% capacity expansion and 20% higher fulfillment reliability by negotiating and executing joint cold storage investments with suppliers, creating cost-sharing agreements that built strategic relationships and mitigated spoilage risks
- Generated \$500K in recurring revenue in 6 months by launching Nepal's first subscription-based grocery delivery service, iterating the MVP through 20+ customer feedback cycles using a product management framework to target key segments

## **ADDITIONAL**

- Work Authorization: USA-3 year OPT starting May 2026
- Technical Skills: Excel, PowerPoint, Tableau, Power BI, SQL, Snowflake, Salesforce, Python, Capital IQ, MATLAB
- Guided 31 small farmers pro bono by developing proposals that secured \$500K in government funding, raised funds, and collaborated with health officials to conduct health camps, serving 1000+ children, women, and senior citizens
- Interests and hobbies: podcasts, futsal, trekking, and vipassana meditation