

# 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 Capital Markets & Investments

**KATHMANDU UNIVERSITY SCHOOL OF MANAGEMENT** – Kathmandu, Nepal May 2020  
**Bachelor of Business Administration (Honors); GPA: 3.72**  
• Specialization in Finance; Elected President of the Student Council

**CHARTER FINANCIAL ANALYST (CFA)** 2025  
• CFA Level III Candidate; Completed Level I and Level II with 90th percentile score

## EXPERIENCE

**PLEXUS CAPITAL, LLC** – Raleigh, NC June 2025-Present  
*A leading lower middle market private credit fund with ~ \$2.7B in AUM*

### Portfolio Intern

- Led valuation of 50+ portfolio companies by identifying key value drivers, normalizing non-recurring items, and reconciling with external providers (Lincoln & Kroll) to ensure accurate fund reporting
- Enabled investment committee decisions on \$20M-\$75M buyout and add-on targets by developing detailed 3-statement operating, LBO, and sensitivity models, quantifying returns and \$10M+ in potential synergies
- Cut monthly reporting cycle by 40% by automating KPI and covenant tracking for 72 portfolio companies, integrating ERP data into Tableau dashboards that provided executives with real-time performance visibility
- Prepared 4 investment committee memos and CIMs summarizing business model, market positioning, key risks, and financial performance to support go/no-go decisions and transaction pitches

**HARIYO TARKARI PVT LTD** – Butwal, Nepal 2020-2024  
*An agri-business startup with retail and B2B channels and \$3M in annual revenue*

### Director of Finance

- Launched Nepal's first vertically integrated agri-retail chain, building a sourcing network of 500+ farmers and 20+ cooperatives and scaling operations to \$3M in annual revenue
- Secured \$500K in external funding by developing financial models, designing capital structure, and presenting a growth strategy that expanded capacity, strengthened liquidity, and accelerated market expansion
- Drove 70% YoY growth and scaled to \$3M revenue by building the financial framework that guided go-to-market strategy, enabling rollout of 110+ collection centers through investment planning and resource allocation
- Directed valuation analysis, due diligence, and negotiations for a 40% equity investment from Pahadi Foods, enhancing purchasing power, R&D, and distribution network reach
- Evaluated and executed strategic partnerships and co-investments with 9+ suppliers and distributors, securing exclusivity, boosting fulfillment reliability by 20%

**SOFTNEP PVT LTD** – Kathmandu, Nepal 2018-2019  
*A leading web design and tech consulting firm in Nepal with 1000+ clients*

### Product and Financial Analyst, Part Time

- 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 conversion

## ADDITIONAL

- Technical Skills: Excel, PowerPoint, Tableau, SQL, Snowflake, Salesforce, Python, VBA Macros, MATLAB
- Guided 31 small farmers pro bono by developing proposals that secured \$500K in government funding; collaborated with health officials to conduct health camps, serving 1000+ children, women, and senior citizens