

# 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

## EXPERIENCE

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

### Private Equity Intern

- Evaluated 15+ inbound opportunities from the sourcing team and conducted preliminary diligence, industry benchmarking, and valuation screening to prioritize 6 for investment committee review
- 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
- 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
- Supported underwriting of \$45M financing across 4 companies by performing credit analysis, covenant modeling, and downside stress tests

**HARIYO TARKARI PVT LTD** – Butwal, Nepal 2022-2024  
*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

- 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
- 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 90<sup>th</sup> percentile score
- Technical Skills: Excel, PowerPoint, Tableau, SQL, Snowflake, Salesforce, Python, VBA Macros, MATLAB
- Hobbies: Futsal, Podcasts on human psychology, and Vipassana Meditation