

# RAMRAJ SHARMA

ramraj\_sharma@kenan-flagler.unc.edu  
(919) 593-9312  
[linkedin.com/in/ramraj-ronil-sharma](https://www.linkedin.com/in/ramraj-ronil-sharma)

## EDUCATION

**UNIVERSITY OF NORTH CAROLINA, Kenan-Flagler Business School** – Chapel Hill, NC  
**Master of Business Administration, Full-Time MBA Program**

May 2026

- Concentrations in Corporate Finance and Business Analytics & Management Science
- Kenan Flagler Fellowship – Full Tuition

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

June 2026

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

## EXPERIENCE

**PLEXUS CAPITAL, LLC** – Raleigh, NC

June 2025-Present

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

### MBA Intern

- Led internal valuation of 62+ portcos by identifying key value drivers, normalizing non-recurring items, and coordinating with external valuation providers (Lincoln, Kroll) to reconcile discrepancies for fund NAV reporting
- Saved 200+ person-hours per month by standardizing covenant and KPI tracking for 53 portfolio companies using Power Query and Excel, tracking performance and enabling faster risk flagging with clear P&L impact visibility
- Supported 2 add-on acquisitions totaling ~\$45M for existing portfolio companies by assisting with financial modeling, conducting industry benchmarking, and drafting investment memos
- Boosted combined EBITDA of 7 portfolio companies by \$50M+ by optimizing supply chain, and cost structures, leveraging financial insights from process mapping and spend analysis to drive P&L improvements

**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 and targeted business development initiatives
- Led and trained 3 account managers in value-based negotiation to own institutional clients' P&L, growing company to 112 employees with 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
- Improved sales forecast accuracy by 60% through Python-based predictive models to segment customers and match SKU-level forecasts with vendor supply capacity 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
- Secured 35% capacity expansion and 20% higher fulfillment reliability by negotiating and executing joint cold storage investments with suppliers, creating cost-sharing agreements and mitigating 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

## ADDITIONAL

- Work Authorization: USA-3 year OPT starting May 2026
- CFA Level III Candidate; Completed Level I and Level II with 90<sup>th</sup> percentile scores
- Technical Skills: Excel, PowerPoint, Tableau, Power BI, SQL, Salesforce, Python, Capital IQ, MATLAB
- Guided 31 small farmers pro bono and secured \$500K in Nepalese government funding; raised funds and collaborated with health officials to conduct health camps, serving 1K+ children, women, and senior citizens
- Interests and hobbies: podcasts, futsal, trekking, and Vipassana meditation