Ranvir Singh Thind

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PROFESSIONAL SUMMARY

Strategy and finance professional with **4+ years** turning complex analysis into clear business recommendations. Delivered valuations, built financial models, and presented strategic insights to executives. Currently building with AI tools like Cursor and OpenAI, not just analyzing them. Ready to bring analytical rigor and genuine curiosity to Microsoft's AI Strategy team.

PROFESSIONAL EXPERIENCE

Strategy Consultant & AI Integration Specialist | Independent Practice | Seattle, WA | June 2024 to Present

- Delivered **15 to 20% client returns** through strategic analysis, financial modeling, and targeted recommendations
- Led **$1.45M to $1.75M business valuation** using EBITDA multiples and sensitivity analysis for stakeholders
- Automated CRM workflows for **2,000+ client accounts**, showing ability to dive deep into technical problems
- Built client website using Cursor and Next.js, integrating SEO and analytics to drive **25% more leads**
- Challenged client assumptions and found higher value opportunities beyond the original project scope

Business Manager & Strategic Advisor | Thind Transport LLC | Kent, WA | June 2020 to June 2024

- Managed **$500K+ annual budget** with full ownership of forecasting, variance analysis, and strategic planning
- Grew revenue **33%** through market analysis, financial projections, and data driven initiatives
- Cut costs **10%** through strategic contract negotiations and improved vendor relationships
- Built automated dashboards using **Excel VBA** that reduced reporting time by 80%
- Drove operational improvements that reduced fleet downtime **15%** through data analysis

EDUCATION

University of Washington, Michael G. Foster School of Business | Seattle, WA
Bachelor of Arts in Business Administration, Finance | **GPA: 3.6** | Graduated Spring 2024
Coursework: Financial Modeling, Corporate Finance, Business Strategy, Investment Analysis, Business Analytics

STRATEGIC PROJECTS

- **Business Valuation:** Built valuation model with market analysis and sensitivity testing; presented to board
- **DCF Analysis (FIN 425):** Developed discounted cash flow model for $1.737M property with IRR and risk scenarios
- **Product Strategy (MGMT 430):** Designed Starbucks app in Figma; built adoption forecast; delivered recommendations

SKILLS

Strategy & Analysis: Business Case Development, M&A Analysis, Market Research, Competitive Analysis
Financial Modeling: Valuation (EBITDA, DCF), Sensitivity Analysis, Forecasting, Scenario Modeling
Technical: Excel (VBA), SQL, Python, Tableau, Salesforce, Next.js, OpenAI APIs, Cursor
Communication: Executive Presentations, Written Analysis, Stakeholder Management