

# Sharath Kulkarni

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## EXPERIENCE

### ***The Nephrology Group, AI Innovation Lead***

*Aug 2023 - Present*

- Led the design and development of automated workflows for denial management, eligibility verification, referrals, and AI voice/text modules, reducing manual effort by 40% and accelerating digital transformation initiatives
- Owned the product roadmap, user experience design, and end-to-end business process architecture to ensure alignment with clinical, operational, and revenue cycle goals
- Built and mentored a high-performing software engineering team to deliver an integrated, enterprise-grade platform
- Managed MSO operations, revenue cycle and IT teams of around fifty five people, setting priorities, building playbooks and tying day to day work back to platform metrics
- Developed real-time reporting and analytics dashboards, improving data accuracy by 20% and contributing to a 10% uplift in revenue cycle performance
- Enhanced Electronic Health Record (EHR) configurations and API/HL7 integrations to streamline data management and patient care workflows, improving overall operational efficiency

### ***Juniper Networks, Marketing Operations MBA Intern***

*May 2022 - Aug 2022*

- Restructured the global intranet marketing portal to improve user experience, & increased user engagement by 15%
- Surveyed ~50 stakeholders, cross-functionally communicated across teams to analyze portal usage & propose changes• Analyzed 50k Atlassian JIRA tickets using MS Excel & Power BI to streamline ticket resolution processes leading to average time-to resolution reduction by 25%

### ***Office of Community & Economic Development, CSU, Project Coordinator***

*Nov 2021 - Apr 2022*

- Assisted in launch of 6 successful small businesses by building product road map, financial & marketing plans
- Conducted in-depth market research, developed, managed website & digital marketing activities, resulting in a 50% increase in online engagement and a 30% increase in sales

### ***Maze Concept, Co-Founder & Business Operations Lead***

*Jun 2018 - Dec 2020*

- Led brand development, financial management, client communication, marketing & sales strategic planning
- Achieved \$1.3M in annual revenue in year 2 up from \$500k in year 1 managing client acquisition, sales, & marketing
- Established partnerships with complementary businesses resulting in a 10% increase in referral business

### ***Subhadra Industries, Growth Marketing & Sales Consultant***

*Apr 2017 - Dec 2020*

- Developed targeted sales & go-to-market strategies to increase profits by \$2M in 3 years through signing 30+ contracts
- Led a sales team of 7 representatives, who exceeded sales targets by 20% through effective training & management
- Developed digital presence, increased website traffic by 50% through SEO, Google Analytics, & A/B testing

### ***RKS BBDO India, Brand Associate***

*Apr 2016 - Apr 2017*

- Coordinated and streamlined client communication by collaborating with cross-functional teams to develop integrated marketing advertising campaigns, resulting in 25% increase in client satisfaction
- Managed end-to-end product launch campaign operations for Snickers Bar, M&M's and BlackFort Beer in India

## EDUCATION

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*California State University*

*Master of Business Administration*

*Bengaluru University*

*Bachelor of Business Administration (Marketing)*

## LICENSES & CERTIFICATIONS

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***Generative AI Product Certification***

## SKILLS

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Generative AI Product Certification • Project Management Foundations • Google Analytics • Intermediate Python •  
Intermediate SQL • Advanced MS Excel • G Suite • Atlassian Jira • Atlassian Confluence