

PRANAV SHARMA

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EXPERIENCE

COGNIZANT BUSINESS CONSULTING – *Global management consulting firm* New York, NY
Senior Strategy Consultant 2017 – Present

- Facilitated consensus-driven workshops for 10 cross-functional stakeholders at a Fortune 500 firm
- Analyzed application portfolio related risks and vulnerabilities for a Fortune 500 pharmaceutical firm
- Advised a pharmaceutical firm on cost reduction strategies within their manufacturing systems

PIPER JAFFRAY – *Investment bank* New York, NY
Investment Banking Summer Associate Summer 2016

- Sized various markets based on industry surveys, whitepapers, and other publications
- Forecasted a 3-statement financial model for a specialty lender to evaluate a \$15M capital raise
- Created sales materials for a digital banking provider's \$20M capital raise
- Co-managed the deal process for a virtual reality startup's \$12M Series-A venture capital raise

US DEPARTMENT OF JUSTICE – *Federal agency* Arlington, VA
Freelance Consultant 2014 – 2015

- Defined records digitization strategy and gained project buy-in from cross-functional stakeholders
- Introduced Agile development to a team of 14 resulting in better alignment with changing business needs
- Installed an effective management team to respond to the changing needs of a bureaucratic organization
- Modernized project reporting to increase transparency resulting in an improved client relationship

ALMOND LABS – *Startup focused on enterprise solutions* Arlington, VA
Managing Partner & Co-Founder 2012 – 2014

- Drafted contractual agreements to ensure equitable business relationships, managed company financials to ensure stability of operations, and created marketing strategy to generate qualified leads
- Generated \$350K in consulting revenue within 12 months
- Eliminated \$75K in costs for a Fortune 500 energy firm by analyzing gaps in their application strategy
- Reduced annual costs by \$30K for the US Dept. of Transportation by harmonizing their application portfolio

PORTAL SOLUTIONS – *Boutique consulting firm* Rockville, MD
Senior Consultant 2009 – 2012

- Served as engagement manager for teams creating knowledge management solutions for professional service firms and nonprofit organizations thus allowing them to streamline operations and reduce costs

ACCENTURE – *Global management consulting firm* Reston, VA
Consulting Analyst 2008 – 2009

- Analyzed large volumes of data across multiple systems to generate insights that led to powerful sales
- Coordinated change management activities across a team of 100 global management consultants

EDUCATION

NEW YORK UNIVERSITY, STERN SCHOOL OF BUSINESS, NEW YORK, NY May 2017

- Master of Business Administration (MBA)
- Specialization in Strategy, and Finance

HARVARD UNIVERSITY EXTENSION SCHOOL, CAMBRIDGE, MA August 2015

- Graduate Certificate, Strategic Management

UNIVERSITY OF MARYLAND, COLLEGE PARK, MD May 2008

- B.Sc. General Business, and B.Sc. Computer Engineering
- Gemstone: Highly selective honors thesis program