

PRANAV SHARMA

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EXPERIENCE

COGNIZANT BUSINESS CONSULTING – *Global management consulting firm* New York, NY
Senior Consultant, Digital Strategy 2017 – 2018

- Drafted a \$17M business case for a biopharmaceutical firm to invest in a digital supply chain control tower
- Recommended a new digital operating model for a Fortune 100 retailer
- Analyzed systems-related risks to propose \$55M in remediation initiatives for a global pharmaceutical firm
- Coordinated the digital transformation of field service and repair processes for a medical devices firm
- Facilitated consensus-driven workshops for 10 cross-functional stakeholders at a Fortune 500 firm
- Researched acquisition targets in the life sciences industry for a large strategic buyer
- Suggested cost reduction strategies related to the supply chain systems for a medical devices manufacturer

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

- 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 a records digitization strategy and gained project buy-in from cross-functional stakeholders
- Led the Agile transformation of 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

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

- Led a team of four to develop an add-on product on the Microsoft SharePoint platform
- Drafted contractual agreements to ensure equitable business relationships, managed company financials to ensure stability of operations, and created marketing strategy to generate qualified leads
- Sold \$350K in consulting revenue within 12 months
- Managed the implementation of a new knowledge management solution for an investment services firm
- Advised a Fortune 500 energy firm on their technology implementation roadmap

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 to generate insights that led to increased 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

UNIVERSITY OF MARYLAND, COLLEGE PARK, MD May 2008

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