



# Dheerajnag Nelanutala

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## Summary

Strategy consultant with global experience advising Fortune 500 biopharma and private equity clients on growth, transaction advisory and commercialization. Skilled in corporate finance, GTM strategy and AI adoption, with experience leading teams and informing strategic and investment decisions.

## Professional Experience

### Advisory Consultant (Transaction Advisory) | ZS Associates | Pune

*Jan'26 - Apr'26*

- Advised senior leadership of a top-10 pharmaceutical company on in-house versus partnership strategy across 18 markets and 177 brands, identifying opportunities for ~\$50M in operating income uplift
- Supported proposal development and client acquisition efforts with biopharma and private equity clients, contributing to engagements valued at \$800K
- Led cross-functional consulting teams of 4–6 members across geographies, ensuring seamless delivery while supporting career progression initiatives for 5 junior colleagues

### Decision Analytics Associate Consultant | ZS Associates | Pune

*Jan'24 - Dec'24*

- Conducted 10+ M&A and due diligence engagements for healthcare clients, developing forecasts and valuation models supporting transactions exceeding \$1B in aggregate value
- Performed financial analysis of 20+ target assets to evaluate potential value across acquisition, co-promotion, and co-development structures
- Developed royalty restructuring strategies for a multibillion-dollar pharmaceutical asset, projecting a 10–15% increase in operating income across ex-U.S. markets
- Led U.S. commercial diligence for a specialty therapy asset by developing TAM, patient funnel, access, and multi-scenario revenue forecasts to inform investment decisions and valuation for a potential billion-dollar drug
- Designed and implemented a go-to-market accelerator tool with reusable forecasting, field force sizing, and commercial cost templates, reducing project turnaround time by 30%

### Decision Analytics Associate | ZS Associates | Pune

*Jun'21 - Dec'23*

- Supported the creation of a ~\$2M new business stream by developing an inorganic growth strategy for top biopharma companies, informed by analysis of ~\$100B of global pharmaceutical M&A activity spanning two decades
- Developed patient-based forecasting and DCF valuation models to quantify market opportunities and assess strategic fit across therapeutic areas and asset classes
- Developed sales force sizing, HCP coverage, and P&L models across European pharmaceutical markets, informing commercial planning and resource allocation decisions
- Proactively developed and conceptualized a launch roadmap tool that reduced manual effort by 60% and improved project profitability by ~10%

## Education

B.Tech. (MME) – *National Institute of Technology Tiruchirappalli (NIT Trichy) | India*

## Accomplishments and Awards

- Promoted to Advisory Consultant ahead of schedule after consistently taking on responsibilities beyond role expectations, including team leadership and senior stakeholder engagement
- Recipient of 3+ Impact Awards for delivering high-impact engagements and firm level Gen-AI Adoption Award for introducing AI-enabled approaches to financial modelling and commercial forecasting

## License & Certifications

- Financial Modelling and Valuation Analyst (FMVA®) by Corporate Finance Institute (CFI)
- Financial Markets by Yale

## Co/Extra-curricular

- Led a team of 12 students to develop a course for 3rd-year B.Tech. students, emphasizing industry-relevant skill acquisition by establishing a feedback and progress tracking system to enhance learning outcomes