Sarvesh Patel

E-Mail: x25sarveshp@iima.ac.in **Mobile:** +91 9540563548
LinkedIn: www.linkedin.com/in/sarveshpatel10/

Summary

Strategy consultant with expertise in solving complex problems across healthcare & CPG industries. Advised global biopharma and Fortune 500 CPG clients on high-impact analytics strategy projects and conducted due diligence for potential acquisitions, leading global cross-functional teams to deliver data-driven solutions.

Professional Experience

Transaction Advisory Consultant | Healthcare | ZS Associates | Pune

- Responsible for crafting proposals to onboard 3 new clients with a cumulative value of $1 million and driving business development engagements with emerging pharma and private equity groups.
- Developed and launched an accelerator tool to reduce the overall execution time of go-to-market projects and improved turnaround time by 30%.
- Spearheaded a long-term cash flow project as a financial expert, driving the accuracy of weekly forecasts to 95% across various time horizons for a global medical technology company.
- Led training sessions on patient-based forecasting modelling and DCF valuation to equip new hires with core BD&L capabilities and accelerate their project readiness.
- Worked with emerging pharma clients to develop tailored launch plans for first-product launches and submitted key learnings to product management to update launch playbooks.

Decision Analytics Associate Consultant | Healthcare | ZS Associates | Pune

- Devised inorganic growth strategies for biopharma clients by analysing cumulative $100 billion global M&A deals executed over the past two decades.
- Generated over $10 million in revenue by developing forecasting models to assess the potential opportunity of both inline and pipeline assets.
- Streamlined the business development & licensing project execution workflow by developing a due diligence accelerator tool, significantly reducing project turnaround time by over 50% and increasing margins by up to 30%.
- Performed financial analysis and valuation of ~20 target assets or companies for potential acquisition, enabling clients to assess the value proposition from different partnership models.
- Led strategic expansion recommendations across therapy areas for top biopharma companies by conducting quantitative market research on pipeline assets with potential opportunities exceeding $100 million.

Analytics Consultant | Consumer Packaged Goods | Fractal Analytics | Gurugram

- Managed a global team of 10 members comprising data scientists, data engineers, design architects, and BI developers over the course of one year to deliver projects worth approximately $2 million.
- Executed the role of product manager throughout a pivotal supply chain process redevelopment, integrating 3 major platforms and reducing the overall execution time to one-third.
- Drove over 15% sales growth within one year by developing and implementing a new brand planning system in collaboration with 20 brand managers at a multinational CPG company.
- Pioneered Power BI adoption within the CPG vertical by developing automated dashboards, replacing manual reporting, and enabled real-time, data-driven decision-making across projects.

Business Intelligence Associate | Consumer Packaged Goods | Fractal Analytics | Gurugram

- Developed and automated an interactive dashboard for tracking planogram compliance across 7 countries and 300 retailers for a leading CPG manufacturer's luxury fragrances portfolio.
- Worked with the R&D team of a leading CPG firm to design and automate an investment tracker that provided a single source of truth for investments and performed gap analysis on lagging indicators.
- Transitioned the legacy capabilities of a divested arm of a major retailer to a new, cost-efficient infrastructure, achieving up to 20% annual savings on infrastructure management.
- Streamlined data harmonization process for a major CPG client by partnering with data engineering teams to consolidate complex data sources into a single source of truth, significantly improving data quality.

Education

B. Tech (ECE) – *Delhi Technological University (DTU)* | *Delhi, India*

Accomplishments

- **Client Impact Award (ZS):** Recipient of 3 Client Impact Awards over the past two years for leading the India team in delivering high-impact projects to US and EU clients
- **Star Award (Fractal):** Received the Star Award for exceptional performance and contribution as a first-year associate in the CPG vertical (Fractal)
- Recognized with the International Youth Achievers Award for spearheading an 8-day social service camp in a remote village and driving community service initiatives at DTU (NSS)
- State Rank Holder (Top 1%) and District Topper: Class 12th Board Examinations, Madhya Pradesh State, India

Certifications

- Introduction to Finance and Accounting by Wharton Online: Completed foundational coursework in Fundamentals of Finance, Corporate Finance, and Financial Accounting
- Fractal Certified Data Analyst (Power BI): Earned Data Analyst certification after completing rigorous assessments involving Power BI dashboards, SQL queries, Excel models, and AWS-based data handling
- SQL Bootcamp (Udemy): Trained on SQL querying, joins, aggregations, and database operations
- Power BI A-Z: Hands-On Power BI Training for Data Science—Applied learning in business intelligence, data harmonisation, and modelling

Extra-Curriculars

- Founder and Mentor, 'Kalam ko Salaam': Launched an initiative to teach science, English, and moral science to underprivileged children in the community near the DTU campus; touched ~60 lives in 2 years
- President, NSS DTU: Led the campus's largest volunteer organization with over 600 members, fostering a culture of community service
- Executive Board Member and Logistics Head, CSI DTU: Directed logistics and coordination for the 'Phoenix' Tech Fest, managing events with 2,000+ attendees
- Actor, Pratibimb, the Drama Club: Acted in the annual college production and competed in various inter-college cultural festivals