



Sarvesh Patel

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Summary

Strategy consultant with global experience across healthcare and CPG industries. Advised global biopharmaceutical and Fortune 500 CPG clients on transaction advisory and BD&L. Skilled in corporate finance with expertise in due diligence, financial modeling and valuation. Complementary background in technology consulting with experience in project management, data analytics, and business intelligence, leading cross-functional teams worldwide to deliver data-driven solutions.

Professional Experience

Transaction Advisory Consultant | Healthcare | ZS Associates | Pune

- Crafted proposals and led business development with emerging pharma and private equity groups to expand the firm's client portfolio, resulting in onboarding 3 new clients with a cumulative value of \$1M
- Designed and implemented an accelerator tool that reduced execution timelines in go-to-market (GTM) projects, improving turnaround time by 30%
- Engaged as a financial expert to address inaccuracies in cash flow forecasting for a global medical technology company, spearheaded a long-term project that improved forecast accuracy to 95% across multiple time horizons
- Led training on patient-based forecasting and DCF valuation to close capability gaps for new hires, accelerating project readiness
- Collaborated with emerging pharma clients to design tailored first-product launch plans, and shared key learnings with product management to update launch playbooks

Decision Analytics Associate Consultant | Healthcare | ZS Associates | Pune

- Advised biopharma clients on inorganic growth strategies by analyzing ~\$100B worth of global M&A transactions spanning two decades, delivering insights that guided clients' expansion decisions
- Generated over \$10M in revenue for the firm by developing forecasting models to evaluate market opportunities for multiple biopharma clients across inline and pipeline assets
- Streamlined business development & licensing (BD&L) project execution by developing a due diligence accelerator tool, reducing turnaround time by over 50% and increasing margins by up to 30%
- Performed financial analysis and valuation of ~20 target assets and companies for potential acquisition, enabling clients to assess value propositions across different partnership models
- Led strategic expansion recommendations for top biopharma companies by conducting quantitative market research on pipeline assets, identifying opportunities exceeding \$100M

Analytics Consultant | Consumer Packaged Goods | Fractal Analytics | Gurugram

- Led a global cross-functional team of 10 to deliver ~\$2M in technology consulting projects, managing client relationships directly and coordinating efforts across data science, engineering, and BI teams
- Led product management for redevelopment of supply chain tool, integrating three legacy client platforms into a unified solution and reducing execution time by one-third
- Partnered with 20 brand managers at a multinational CPG company to design and develop a new brand planning system, driving over 15% sales growth within one year of implementation
- Drove early adoption of Power BI in the CPG vertical by creating automated dashboards, replacing manual reporting and enabling real-time, data-driven decision-making across projects

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

- Developed and automated an interactive dashboard to track planogram compliance across 7 countries and 300 retailers, enabling a leading CPG manufacturer to monitor and optimize its luxury fragrances portfolio
- Designed and developed an automated investment tracker in collaboration with the R&D team of a leading CPG firm, creating a single source of truth for investments and enabling gap analysis on lagging indicators
- Modernized reporting capabilities for a diversified retail arm by transitioning legacy reports into automated dashboards, driving efficiency and generating up to 20% annual cost savings
- Optimized data harmonization for a major CPG client by collaborating with data engineering teams to unify complex data sources into a single source of truth, substantially improving data quality

Education

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

Accomplishments

- Client Impact Award (ZS): Recipient of 3 Client Impact Awards for leading the India team in delivering high-impact projects to US and EU clients

- Star Award (Fractal): Received the Star Award at Fractal for exceptional performance and contribution as a first-year associate in the CPG vertical
- Recognized with 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, India

Certifications

- Financial Modelling and Valuation Analyst (FMVA) by Corporate Finance Institute
- Introduction to Finance and Accounting by Wharton Online
- SQL & Power BI Bootcamp by Udemy

Extra-Curriculars

- Investment Analyst, Auxesis Capital (Student-driven Investment fund, IIM Ahmedabad): Conducting equity research and delivering stock recommendations to guide live portfolio investment decisions
- 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