

Manu Sharma

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EDUCATION

Cornell Tech, SC Johnson College of Business, Cornell University | New York, NY

May 2020

Master of Business Administration | Sylvia F. and Malcom K. Fowler Scholarship

- Studio Project: Partnered with engineering, design, and law students to create financial goal setting app in response to challenge from Citigroup. Leveraged user research and data to guide design and build alpha product.
- Fintech Intensive: Admitted to selective capstone program and helped financial exchange OneChronos develop strategy to sell excess compute and storage capacity to broker/dealers, resulting in additional revenue stream.
- Mindstate Challenge: Finalist in Ichilov Hospital (Tel Aviv, Israel) competition with proposal to improve hospital department coordination utilizing RFID tags and SaaS platform. Collaborated with physicians and students.

Cornell University, College of Arts and Sciences | Ithaca, NY

May 2015

Bachelor of Arts, Economics | Dean's List, Senior Editor of The Visible Hand

EXPERIENCE

Third Eye Capital Management | New York, NY

2018-2019

Alternative investment hedge fund, macroeconomic focused options trading

Fund Analyst

- Improved investor reporting process through automation of data collection and report generation which resulted in 4x time savings during investor base expansion and 28% AUM growth.
- Designed and implemented Excel Macros to automate performance and risk analysis
- Analyzed investment strategy and capital allocation to reappraise conviction in investment thesis. Completed special projects to investigate new investment opportunities.
- Managed external stakeholder relations (fund admin, legal), prepared presentations, and ad-hoc client reports.

Indus Valley Partners | New York, NY

2015-2018

Alternative investment industry technology solutions and services

Business Analyst, 2017-2018

- Owned Liquidity Forecasting module product roadmap within IVP Treasury solutions – combined firm-wide data to calculate anticipated future liquidity. Increased user base 3x six months after launch.
- Planned development timelines and forecasted cost for multiple implementations ranging from \$50k to \$1M. Suggested relevant product enhancements and successfully negotiated with clients to expand scope of engagement.
- Led various project teams (two to six members) through entire development lifecycle under Agile and Waterfall.
- Delivered presentations to senior client management and conveyed product vision and value to drive engagement.
- Communicated complex concepts to non-technical audiences and ensured internal team had needed understanding of valuation models, asset classes, and regulations.

Junior Business Analyst, 2015-2017

- Designed visualization dashboards and underlying financial logic for Private Equity data analytics platform. Worked closely with portfolio managers to define requirements, features, and prioritize development workstream.
- Collaborated with multiple external and internal developer teams at all stages of the development lifecycle.
- Detailed project scope, goals, wireframes, and deliverables for various implementations.
- Created and standardized templated processes across Business Analyst teams for user requirement gathering.

SKILLS & ACTIVITIES

Business	Product Management, Enterprise Software, Customer Interviews, Business Intelligence
Software	Excel (VBA/Macros), PowerPoint, Visio, Salesforce, Figma, JIRA
Technology	SQL, Python, HTML, CSS
Design	User Interface Design, Human Computer Interaction
Activities	Eagle Scout, Running, Drawing, Founder of weekly lifestyle newsletter