

Rajeev Sane, PhD, MBA



Rajeev C. Sane, Ph.D.

M.B.A.

Anderson Graduate School of Management
University of California,
Los Angeles

Ph.D., Chemical Engineering
University of Southern
California, Los Angeles

B.Tech., Chemical Engineering
Indian Institute of Technology,
New Delhi

Focused Experience

- Owner perspective management
- Incisive strategic thinker
- Enterprise strategic analysis
- Decision analysis
- Business analytics
- Enterprise risk assessment
- Cost probabilistic forecasting
- Statistical analysis
- Project execution risk (business and technical) management
- Site strategy plans
- Boardroom level presentations
- Performance benchmarking
- Deal structuring
- Negotiations

Skills

- Strategy Development and Analysis
- Decision Analysis
- Financial Modeling and Analysis (including Discounted Cash Flow, Free Cash Flow, NPV, ROI, IRR, Payback Period, Breakeven Analysis, Stochastic Analysis, Monte Carlo Simulations, Real Options Analysis, Risk Analysis, Financial Statements)
- Business Analytics and Intelligence
- Database and Statistical Analysis
- Corporate Finance (including Project Economics, Valuation, Portfolio Analysis)
- Corporate Planning Activities (including Value Based Management, Analyzing look-backs, Preparing forecasts)
- Enterprise Risk Assessment
- Benchmarking
- Statistical Programming and Analysis - Expert in Stata and SPSS
- Coding - Python, Visual Basic for Applications

Representative Experience

Consultant

2001 - Present

Environmental Projects

- Provided financial and database management guidance and expertise on several large environmental including Asarco Custodia Trust, Hovensa Environmental Response Trust, BKK Landfill, Oil Landfill, Ascon, Philips Services, and Malone.

Consultant

2001 - Present

Strategy, Decision Analysis, Finance and Risk Analysis

- Conducted strategy and decision analyses for multiple life sciences companies - pharmaceuticals, biotech, and nutritional products. Analyses were performed for and presented to the executive leadership.
- Conducted detailed assessments of global supply chains for multiple life sciences companies.
- Conducted Enterprise Risk Assessments for multiple global pharmaceutical companies. Risks included operational, financial, and legal and regulatory compliance risks. Evaluated a "Loss Net Present Value" and likelihoods of risk occurrence. Prioritized risk and ranked risk mitigation measures by preferred order of implementation based on several metrics and costs of implementation.

Unocal Corporation

1996 - 2001

Senior Financial Advisor, Corporate Strategy, Planning and Economics

- Served as a Senior Advisor. Led large strategy initiatives and was directly involved in risk management issues including trading risk assessment metrics and corporate risk policies, led corporate-wide capital allocation initiatives, and was involved in mergers and acquisitions, alliances and joint ventures. Rajeev worked closely with Unocal's executive leadership, including the CEO, CFO, Executive Vice Presidents, and CIO, and was a highly sought-after internal corporate consultant throughout the organization.

Unocal Corporation

1994 - 1996

Superfund Project Manager

- Served as Unocal's primary representative on over 15 multi-party Superfund sites including Oil Landfill and Purity Oil Sales. Managed Unocal's Superfund liability. Chairman of steering and technical committees.