

LinkedIn: www.linkedin.com/in/sharada-shetty

Education

Purdue University West Lafayette, Indiana

BSc Dual Major in Sales Management, Experimental Psychology, minor in Biotechnology

Aug 2021- May 2025

Clubs and Activities

- Purdue Electric Racing (SAE) Business Team – Team Supervisor 25’, Team Lead 24’** Jan 2022- May 2025
Successfully managed and secured \$100,000 in funding from industry giants (Tesla, General Motors, Ford). Nurtured and sustained relationships with prestigious corporate partners. Demonstrated strategic thinking, planning and executing impactful events across campus, resulting in heightened visibility and engagement. Led a strategic business presentation for Purdue Electric Racing, proposing a shift to hybrid electric vehicles (HEVs) and addressing supply chain challenges to industry professionals.
- Awards and Achievements**
 - Dean’s List and Semester Honors (8 consecutive Semesters)
 - Designated Banner Bearer, Purdue College of Health and Human Sciences — Recognized for academic excellence and leadership; appointed to represent the college at commencement.
 - Member of honors society Alpha Lambda Delta Phi Eta Sigma (2021–2025)
 - Awarded Top Performer for 3 Purdue Sales Competitions – 2022 and 2023
 - Gallagher National Sales Competition winner – August 2024

United World College Southeast Asia (UWCSEA), Singapore

August 2019 – May 2021

- International Baccalaureate Received

Work and Volunteer Experience

Cigna Healthcare – Irvine, California

June 2025- Present

Position: National Accounts Executive (NAE)

- Managing an existing book of Fortune 500 national employer clients, serving as the primary relationship owner across renewals, upselling strategy, and ongoing account management. Acting as both Account Executive and Account Manager, partnering directly with brokers and client leadership to drive retention and growth for complex populations ranging from ~3,000 to 15,000 covered lives. Leading finalist and renewal meetings, overseeing utilization and performance reviews, and translating data into actionable insights through annual and ongoing CAP (Client Action Plan) reporting, including spend trends, utilization drivers, and engagement metrics. Leverage Salesforce for pipeline management, forecasting, and account tracking while coordinating cross-functionally with internal clinical, underwriting, and product teams to deliver integrated medical and ancillary solutions.

Arthur J. Gallagher & Co., Dallas, Texas

June 2024- August 2024

Position: Consulting Intern – Pharmacy Practice

- As Gallagher's first pharmacy intern, I had the unique opportunity to spearhead the pharmacy practice internship program whilst working closely with pharmacy consultants, auditors, underwriters, analysts, and sales professionals. This role provided me with comprehensive experience in pharmacy benefit management, including formulary management, cost-containment strategies, and market analysis of specialty drugs. I communicated the practice's value proposition at regional meetings and sat in on negotiations and procurement processes. Additionally, I competed in and won Gallagher's national sales competition against 480 other interns by effectively presenting the pharmacy practice's value proposition to the company's C-suite.

Purdue University, West Lafayette, Indiana

August 2023- December 2023

Position: Business Mgmt. Teaching Assistant

- Teaching Assistant for the Business Mgmt. class at Purdue University, facilitate engaging classroom discussions and assist students in honing their interpersonal communication and sales/client skills, while also leveraging my expertise in professional writing to provide constructive feedback and guidance in written communication assignments.

DoveMed, Champaign, Illinois

May 2023 - July 2023

Position: Medical Technology Sales and Marketing Intern

- 8-week internship in the sales department, undertaking various sales projects, establishing a CRM platform for the company, gaining insights into AI integration into healthcare systems, and acquiring the necessary skill sets to excel in a sales role within the healthcare industry.

Covid-19 Initiative Publication Singapore General Hospital (SGH), Singapore

April 2020 - Jul 2020

Position: Data Collector

Title: "Stressors and Coping strategies of migrant workers diagnosed with COVID-19 in Singapore: a qualitative study"

- Assisted in the data collection of a study on migrant Tamil workers using the native language, and the responses were transcribed into English. The publication was later presented to the Ministry of Health in Singapore.

Technical Skills

Native Proficiency: English & Tamil and Intermediate Proficiency: French	Sales Forecasting and Pipeline Management.
Advanced Proficiency in Salesforce	Technical Writing and Proposal Creation.
Advanced Proficiency in all Microsoft 365 tools	Coursework in Accounting, Finance, Marketing and Sales