

## Volunteer Opportunities

### TOWN OF PARADISE VALLEY COMMITTEE VOLUNTEER APPLICATION FORM

A vacancy has opened up on the Municipal Property Corporation (MPC). The MPC Board of Directors issues debt on behalf of the Town to finance major capital projects such as construction of sewer line infrastructure and public buildings. The Board is made up of seven members who serve three year terms. The Board meets once or twice per year. If you are interested in serving on this Board, please complete this application and submit. The deadline to submit an application is September 6, 2017

Please provide the following background information.

Name*	Rohan Sahani
Address*	
Email*	
Home Phone	
Employer	Oracle Corporation
Occupation	Head of Performance Analytics, Global Strategy, Office of the CEO
Business Phone	
Cell Phone	
Number of years as PV resident	1

Professional experience highlights

-- High-tech globalization strategy executive with two decades of data science and data mining experience and a strong track record of delivering data-driven actionable solutions in complex, evolving business environments  
 -- Earned four promotions in 11 years at Oracle Corporation and an Oracle E-Business Suite Service Oscar Award in 2013 for groundbreaking work in start-up and turnaround projects for Oracle country-specific localizations  
 -- Sourced investments in a team that led the tech M&A space with 110 transactions totaling \$70B, tripling revenue from \$10.2B in 2004 to \$37.1B in 2016  
 -- Completed two M.S. degrees at Massachusetts Institute of Technology (MIT) in 2016

What experience do you think qualifies you to be a committee member?

Served on various planning committees for the past 11 years at Oracle, including investments of over \$70 billion in key mergers and acquisitions that changed the technology landscape.

Community Activities

USTA US Open Volunteer for the past 10 years.

Attach resume and cover letter

[Rohan Sahani CV.pdf](#)

# ROHAN SAHANI

## SUMMARY

- High-tech globalization strategy executive with 12 years of data science and data mining experience and a strong track record of delivering data-driven actionable solutions in complex, evolving business environments
- Earned four promotions in 10 years at Oracle Corporation and an Oracle E-Business Suite Service Oscar Award in 2013 for groundbreaking work in start-up and turnaround projects for Oracle country-specific localizations
- Sourced investments in a team that led the tech M&A space with 110 transactions totaling \$70B, tripling revenue from \$10.2B in 2004 to \$37.1B in 2016
- Completed two M.S. degrees at Massachusetts Institute of Technology in 2 years with a full scholarship and completed 12 courses in a single semester (normal course load: 3 courses) at MIT while serving as a Research Assistant and Teaching Assistant

## AREAS OF EXPERTISE

Spearheading projects involving OBIEE predictive & performance analytics; Localization development; Corporate development and globalization strategy; Stochastic models; Globalization investments and strategy; M&A valuation models & pitch books; Systematic L/S quant & market microstructure; Alpha modeling & implementation research; SQL; XML; BI / data warehousing

## MANAGEMENT EXPERIENCE

- 2007 to Present **Oracle Corporation**, Principal, Global Product Strategy Redwood Shores, CA
- Hired into the exclusive Office of the CEO, Multiple Alternatives Program (MAP) in 2007
  - Won the company-wide 2013 Oracle E-Business Suite Service Oscar Award, presented annually to the top-performing employee
  - Leading matrix and cross-functional teams in EMEA, LAD, JAPAC with members located in over 20 countries on 5 continents, and managing globalization strategy and localization solutions across all Oracle product lines and Global Business Units (GBUs)
  - Spearheading mission-critical data mining projects, including the Localizations Database project to generate country specific datasheets for customers in over 50 countries, the Global Metrics Master (GMM) that extracts metrics across numerous dimensions, the Localizations Catalog Query Tool, the Apps Portal Globalization Theme, and the Legislative Updates Center, to advise Oracle's most senior governance body on investment strategies for a \$5 billion annual internal R&D budget
  - Solving problems by data mining Oracle's large datasets based on core metrics, A/B experimentation across different product lines, and statistical modeling for growth, upgrade & retention using the ROI Quantitative model, Country Ranking model, Global Quarterly Momentum model and Customer Install Base Harvesting model to decide whether to fund product development projects
  - Evaluating potential corporate acquisition targets through financial models and detailed valuation analyses, including purchase price multiples analyses, public and M&A comparables, combined operating models, DCF and DFV analyses.
- Fall 2006 **NASA Exploration Systems Mission Directorate**, Chief Engineer, Mars Desert Research Station Washington, DC
- Supervised a 6-member crew while living in a simulated Mars-analogue environment for several weeks at the Mars Desert Research Station
  - Supervised field-testing advanced extra-vehicular activity (EVA) hardware/habitat subsystems, configured data loggers, documented energy utilization, developed exploration protocol, and tested navigational equipment for research and training missions

## EDUCATION

- 2007 **Massachusetts Institute of Technology (MIT)**, M.S. in Electrical Engineering & Computer Science Cambridge, MA
- Bharat Petroleum Scholar (full tuition and scholarship award)
  - 5.0/5.0 GPA in all Electrical Engineering & Computer Science coursework
  - Vice President, Electrical Engineering & Computer Science Graduate Students Association
- 2007 **MIT Sloan School of Management**, M.S. in Management with core concentration in Finance & Strategy Cambridge, MA
- MIT Sloan Teaching Fellow (full tuition and scholarship award)
  - MIT Research Laboratory of Electronics (RLE) Graduate Fellow
- 2005 **University of Madras (India)**, B.Eng. in Computer Science & Engineering Madras, India
- President's Award for academic excellence; Honors with highest distinction
  - Microsoft Research Academic Projects Award

## INTERESTS

Chess, financial markets, troubleshooting computer code, tennis, golf, baseball, cricket, traveling, volunteering