

Alumni Rising Star Award



Michael Pavlo

Michael is a Decision Analytics Manager at ZS, based in Princeton, New Jersey. He focuses on partnering with clients to execute pipeline + inline opportunity assessments, develop insights from portfolio & market analytics, and design & operationalize forecasting systems/platforms.

Michael has deep domain expertise across therapy areas with respect to both US and Global pharmaceutical commercial forecasting. Michael provides forecasting thought leadership for client teams across Supply Chain, Finance, Marketing, R&D, etc. Within forecasting, Michael has direct ownership of strategic work regarding analog analysis, launch & pipeline planning, financial modeling, GTN impact, and supply & demand optimization.

Prior to joining ZS, Michael was a Senior Production Planner for Howmet Aerospace where he led the end-to-end procurement, manufacturing and logistics workflow for +10 turbine engine programs across 5 clients.

Michael received his BS in Supply Chain Management & Marketing from The Rutgers Business School (Summa cum Laude), Rutgers University, where he also received his MBA, dual concentration in Global Business & Strategy (Summa cum Laude).

As a proud two-time alumnus of RBS, Michael finds many ways to give back to the RBS community. Michael is serving his second term on the Rutgers Business School Alumni Association Committee as University Outreach chair, while also serving as a student mentor for his fifth year within the Rutgers TeamUp Mentorship Program. Michael also volunteers his time as a guest lecturer across RBS courses, an MBA New Student Orientation Alumni Panelist, a Case Competition Panel Judge, and an active guest speaker across several RBS student body organizations/clubs. He is also currently partnering with RBS Staff to develop a course centered around Transformative Supply Chain Leadership.

Michael is a Rutgers Men's Basketball season ticket holder and avid fresh/saltwater fisherman. He is married to his lovely wife Michelle, and they have a two-year-old son named James. They reside in Somerset County, New Jersey.