



ISHAN KRISHNA DWIVEDI

Phone: +91 9889274556

E-Mail: Ishan.dwivedi111@gmail.com

LinkedIn: <https://www.linkedin.com/in/ishan-krishna-dwivedi-61a7a994/>

| Revenue Manager | MBA (Marketing) | B.E. (Electronics) |

Targeting assignments in **Business Analysis** with an organization of repute

PROFILE SUMMARY

- **MBA plus Engineering professional** with 6+years of experience in **Business Analytics, Market Research, Revenue Management and Process Improvement**
- Associated with **Vahdam teas Delhi India, as Manager-Inventory Control Analyst**
- Associated with **Jalesh Cruise (Essel Group) Mumbai India, as Revenue Manager**
- Associated with **Jet Airways Mumbai India, as Demand Analyst**

KEY SKILLS

- | | | |
|-----------------------|--------------------|---------------------|
| ~Advance MS Office | ~Trend Analysis | ~Project Management |
| ~Inventory Controller | ~Pricing Analysis | ~Forecasting |
| ~Demand Planning | ~Variance Analysis | ~Dashboard |

WORK EXPERIENCE

Aug'20 – Oct'20 with Vahdam teas Delhi as Manager-Inventory Control Analyst

Role:

- Demand, Inventory and Supply Chain Planning.
- Maintaining the stock for different markets of EU/US/CA as per the Market trend and Projections.
- Maintaining and Analysing of Inventory in Amazon and 3P Warehouses.

May'19 – May'20 with Jalesh Cruise Mumbai as Revenue Manager/((Acting)Product Manager

Role:

- Working on Demand Planning/Pricing/Seasonality/Forecasting.
- Itinerary Planning in collaboration with the Sales and Operations team.
- Heading the MIS reporting and Analytical requirements.
- Heading the Invoicing process(Final Review, Discrepancies, Performance tracker)
- Product Management in collaboration with the IT team(Defining Epics, User Stories, Tasks)

Mar'18 – May'19 with Jet Airways Paris, as Demand Analyst (Enhanced Cooperation Agreement) (Paris and Amsterdam Gateway)

Role:

- Demand planning and Inventory optimization in Revenue Management for Amsterdam Gateway and Paris as per the ECA (Enhanced Cooperation Agreement) Joint Venture.(Combined Annual Revenue of USD 675 Million)
- Offer an extended network (Improving connecting opportunities) and increased capacity between Paris, Amsterdam and India.
- Conducting joint reviews of 9W-AF-KL forward bookings and taking appropriate actions.

Sep'15–Feb'18 with Jet Airways Mumbai India, as Demand Analyst (Long Hauls) (Brussels Gateway, Amsterdam Gateway, Paris)

Role:

- Worked on the smooth transition of Brussels to Amsterdam Gateway
- Worked on the Market Share contribution with relevant demand indicators to push for numbers.

Mar'14–Aug'15 with Jet Airways Mumbai India, as Flight Analyst (Domestic Metro/Leisure Markets- Chennai, Lucknow, Hyderabad, Bagdogra, Goa)

Role:

- Analysing Flight performance Daily/Weekly/Monthly.
- Formulating a Pricing strategy, Optimization strategy & commercial strategy
- Identify latest trends using past data, reports and tracking competitors' activities in order to make accurate forecast.

Highlights:

- **Demand planning** and **Inventory Optimization** in Revenue Management
- **Management Reporting** with 'Zero' defect.
- **Quantitative Analysis** of data pulled from different sources such as SAP BW, SAP BO & other tools to forecast demand and make decisions based on numbers.
- **Gap Analysis** and **Commercial Strategy**.
- **Implementation of Agile Methodology** (user story grooming, sprint planning, sprint retrospective)

Major Projects:

Title: KLM Airlines partnership with Jet Airways

Duration: Apr'16

- Understanding Process Flow
- Implementation of new process improvements in RM Department

Title: Idea Cellular Limited

Duration: May'13 – July'13

Role:

- Primary research on 68 retailers and 200 subscribers and SWOT analysis in order to increase traffic
- Suggested strategies to improve performance and perception in all four clusters

INTERNSHIPS

- Completed internships projects including:
 - **Product Launch Strategy** in Youth Connect (Mitashi Edutainment Pvt. Ltd.)
 - **In-Plant logistics and operations** with Parle Biscuits Pvt. Ltd

CERTIFICATION/SKILLS

- PROS – Optimization software
- Sabre
- Airmax
- Tableau

EDUCATION

- **MBA (Marketing)** from MET, Mumbai University in 2014
- **B.E. (Electronics)** from IERT, Uttar Pradesh Technical University in 2011

PERSONAL DETAILS

Date of Birth: 1st November, 1989
Permanent Address: 19B/2, Stanley Road, Rudrakshpuram Colony, Allahabad, U.P.-211002
Languages Known: English and Hindi