

# Poornima Siddharth Pawar

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| Flight Analyst | MBA (Operations) | B.E. (Information Technology)

## PROFILE SUMMARY

- **MBA professional** with 3+ years of experience in **Business Analysis, Market Research and Process Improvement** across the airline sector
- Associated with **Jet Airways Mumbai India, as Flight Analyst**
- Resourceful in designing procedures to ensure timely availability of business information necessary to facilitate critical decision-making process
- Recognized proficiency in business process mapping, requirement study, defining the various possible areas of process improvement.
- Skilful in organizing, interpreting and communicating market information / data to facilitate the decision making process of the top management.

## KEY SKILLS

- Business Analysis
- Inventory management
- Process mapping
- Market Research

## WORK EXPERIENCE

### **Jan'16 - Present with Jet Airways Mumbai India, as a Flight Analyst Role:**

- Understanding business needs & designing road map for further development in revenue & demand management
- Examining and analysing data, producing documents, reports, visualization and summaries of findings that address specific decision making
- Investigate, define and resolve data and result in consistencies
- Analysing latest trends using past data, reports and tracking competitors' activities in order to make accurate forecast.
- Reviewing recommendations & forecasting generated on an on-going basis
- Assessing Key Performance Indicator (KPI) in revenue management
- Achieving all revenue targets and budgets and taking initiatives to increasing market share
- Spearheading demand planning, optimizing inventory and maximizing revenue

### **Initiatives:**

Worked with E-commerce team to identify the best possible connections of the flights based on minimum elapse time and displaying them on company's website and worked on increasing the numbers of best possible connections and their visibility on company's website in order to reduce the cost to airlines from missed connections, unused seats and complimentary services by providing hassle free service to transit passengers.

### **Major Projects:**

#### **Title: Post Mortem**

**Role:** One day event where we analysed industry cases from the C.E.O and B.O.D's point of view and found solutions.

#### **Title: Corporate Booking Trends and Analysis**

**Role:** Studying the number of corporate bookings and analysing their trends and booking curve to optimize the revenue and build strategies to maximize the numbers.

#### **Title: Market share, Capacity Shares and Financials of OAL**

**Role:** Determining the cost elements and profitability elements of other airlines to reduce the operating cost and studying the financials of OALs from DGCA , Understanding the concepts and details of Direct operating costs, Indirect operating cost, Fixed and Variable costs, Cost cutting trends, Pricing and output determination and impact of year-on-year capacity share verses market share.

## **BE PROJECT**

**Title: SMS based local train ticket booking system**

**Duration: May-Jun 2012** SMS based local train booking system is a project by virtue of which anyone possessing a mobile phone can book a ticket simply by sending a SMS. It is a very user friendly system which saves time and money. Instead of standing in long queues user can just send a SMS and get the ticket in form of a message. J2me has been used for mobile application and JAVA has been used for desktop application.

## **INTERNSHIPS**

**May-June'15 (MMS) with Siemens, as Management Trainee**

**Title: Revamping the entire gamut of engineering labels and data migration from old version**

**software to new software**

**Duration:** May- June 2015

- Worked on different software that are used for designing of engineering labels.
- Designing of labels, creating database for new software and database linkage from old to new software.

## **CERTIFICATION**

- Tableau
- Microsoft certification for Hardware and Software
- PROS - Optimization software used in airlines revenue management
- SQL
- MS Excel

## **EDUCATION**

- MBA (Operations) from FCRIMS, Mumbai University in 2016 with 69%
- B.E. (IT) from RMCET, Mumbai University in 2012 with 73%

## **PERSONAL DETAILS**

Permanent Address: 72B,Rampushpa Ho/So, Near Golibar tekdi road , Dhule 424001

Languages Known: English, Hindi and Marathi