



ISHAN KRISHNA DWIVEDI

Phone: +91 9619145943

E-Mail: Ishan.dwivedi111@gmail.com

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

| Demand Analyst | MBA (Marketing) | B.E. (Electronics) |

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

PROFILE SUMMARY

- **MBA plus Engineering professional** with 5+ years of experience in **Quantitative Analysis, Market Research and Process Improvement**
- Associated with **Jet Airways Mumbai India, as Demand Analyst**
- Recognized proficiency in data handling & business analytics
- Area of Interest – Analytics, Airlines and Marketing

KEY SKILLS

~ PowerPoint
~ Market Research
~ Dashboards

~ Demand Planning
~ Ms Excel
~ Forecasting

~ Quantitative Research

WORK EXPERIENCE

Mar'18 – Present with Jet Airways Mumbai/Paris, as Demand Analyst under the Enhanced Cooperation Agreement

Role:

- Demand planning and inventory optimization in Revenue Management for **Amsterdam Gateway and Paris** as per the **ECA (Enhanced Cooperation Agreement)** Joint Venture.
- Offer an extended network (Improving connecting opportunities) and increased capacity between Paris, Amsterdam and India.
- Working on the cooperation with an extensive code-share agreement for connections between Europe and North America and Jet Airways' hubs at Mumbai and Delhi in India via Air France-KLM' hubs at Paris-Charles de Gaulle and Amsterdam-Schiphol.

Mar'14 – Feb'18 with Jet Airways Mumbai India, as Demand Analyst

Role:

- Demand planning and inventory optimization in Revenue Management for **Amsterdam Gateway, Brussels Gateway, Domestic Metro routes.**
- Analysing Flight performance Daily/Weekly/Monthly
- Examining data, producing documents, reports, visualisation and summaries of findings that address specific decision making
- 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.
- Co-ordination with Salesforce for demand generation
- Developing deep understanding of market assigned
- Involving in different cross functional projects
- Collaborate with technical team for system improvements
- Providing training to new recruits.

Highlight:

- **Built report with large dataset** on competitor's price fluctuation trend thereby giving team a glimpse of market dynamics every day.
- **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.

Major Projects:

Title: KLM Airlines partnership with Jet Airways

Duration: Aug'16 – Present

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

Title: LOAD RESTRICTION ON AIRCRAFTS IN ENTIRE DOMESTIC NETWORK

Duration: 2014-2015

Role:

- Restricted load carrying authority of aircrafts for specific period as per guidelines set by DGCA as per climate situation, runway or temperature constraints

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 Mitashi Edutainment Pvt. Ltd.
 - **In-Plant logistics and operations** with Parle Biscuits Pvt. Ltd

CERTIFICATION / SKILLS

- PROS – Optimization software
- Microsoft Excel

EDUCATION

- **MBA (Marketing)** from MET, Mumbai University in 2014
- **B.E. (Electronics)** from IERT, Lucknow 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