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Top Skills

Pricing Strategy
Regression Analysis
Decision Trees

Certifications

Tableau - Advanced Analytics
Data Science -Practitioner: AI ,
Machine Learning , Python
Analytics Intel-Web development
The Management Consulting Expert
Diploma in Modern applied
Psychology- Achology Certified

Honors-Awards

Certificate of Achievement
Achievers Award

Arvind J. Narayan

Enterprise Data & AI Leader | Solution Architecture, Program
Delivery & Client Leadership | Commercial, Investment & Econ |
Data & AI Platforms | Agentic AI, ML | ADF | PySpark-Databricks ·
Azure | SAP · MDM | EY · IIFT
United Kingdom

Summary

With nearly two decades of experience as a Big Data and Analytics Lead, I specialize in architecting data solutions that span multiple domains, including Strategic Sales, Corporate Strategy, and possess significant experience in managing Global Supply Chains, Order to Cash, Strategic Pricing, Revenue Management, Financial Planning, and Market Sizing Analytics.

Architecture and Data Solution: I've implemented end-to-end solutions for over a dozen projects, utilizing technologies such as Data Lake, Databricks, Python, Azure, AAS, ASQL and Power BI. I've employed Spark for crafting data solutions and have accomplished strategic projects. I possess extensive experience in Optimal Data Architecture, with a profound understanding of technical aspects and diverse business use cases.

Data Model Expertise: I am adept at all data models depending on the use case: relational and ER models for structured, transactional systems; dimensional models for data warehousing and analytics; and document, graph, key-value, and column-family models for semi-structured data, complex relationships, and scalability.

AI and Machine Learning Proficiency: Demonstrate proficiency in traditional Artificial Intelligence and Machine Learning methodologies, contributing to effective problem-solving and data-driven innovations. Possess expertise in SAP, QAD and CRM tools, enabling efficient management and optimization of business processes.

Business Intelligence Strategies: Proficient in leveraging data insights and Business Intelligence tools for improved decision-making and process enhancement. Proficiently utilize market

analysis, market sizing, and customer analytics to drive informed decision-making and facilitate growth.

Data Architecture and Workflow Orchestration: Expert in designing and implementing end-to-end data architectures using Azure Data Factory (ADF), Databricks, and Azure Analysis Services (AAS). Skilled in orchestrating data workflows from diverse sources like ERP systems and market data, efficiently processing and transforming data through ADF pipelines.

Multi-Platform Data Delivery and Quality Assurance: Experienced in deploying data delivery solutions across platforms such as Power BI and Web Apps. Optimized data movement, transformation, and loading with ADF and Databricks, ensuring timely, accurate delivery. Implemented data quality measures and used ADF to monitor and enhance workflow performance, scalability, and maintainability.

Motivated by a strategic focus, I aspire to secure a challenging leadership position in Big Data Solutions

Experience

Smiths Group plc

4 years 1 month

Enterprise Analytics Architect | MDM & Data Migration | Automation | ML, RAG | Data Strategy

May 2025 - Present (9 months)

United Kingdom

Architecture & Platform Engineering

Designed and owned a scalable Azure Data Lake and Databricks platform integrating Azure Data Factory and Synapse, with raw, curated, and consumption layers supporting structured and semi-structured data at scale.

Data Governance & MDM

Embedded data-quality controls into ingestion and transformation pipelines, implementing lineage, metadata management, and governance across curated and consumption layers. Owned enterprise MDM architecture, integrating Evolve with Azure Data Lake to automate master-data pipelines, delivering

£350K annual value. Implemented Golden Records to provide trusted, de-duplicated enterprise data supporting major migrations.

Enterprise Data & Analytics Transformation

Owned and delivered enterprise data and analytics programmes generating £2–2.5M recurring annual value and enabling £5–10M incremental revenue through market-intelligence analytics. Delivered Order-to-Cash analytics improving billing accuracy, cash visibility, and cycle times, adding ~£300K annual value. Built Where-Is-My-Order analytics providing real-time fulfilment visibility, adding ~£150K value. Delivered Demand Planning analytics improving forecast accuracy and supply-demand alignment, generating ~£150K value.

Reengineered spend, procurement, and CRM analytics into low-friction platforms, delivering £750K+ annual savings. Delivered Cost of Poor Quality (COPQ) analytics generating £110K savings.

Advanced Analytics, Supply Chain & Automation

Developed payment-default and pricing-risk models, improving cash-flow accuracy by ~10% and reducing pricing errors by ~25%, with forecasting delivering ~£110K value. Improved inventory turnover by 12–15% and reduced backorders by ~12%, raising On-Time Delivery from ~63% to ~72%. Automated SAP BW and enterprise reporting, reducing tooling and operational costs by 8–10% through automated pipelines and Power BI dashboards.

Senior Manager- Enterprise Data Solution Architect | Decision Science | Data Strategy

May 2023 - June 2025 (2 years 2 months)

United Kingdom

As a Data Solution Architect, I designed and implemented a robust Medelian data architecture leveraging Azure Data Lake Storage and Azure Databricks for efficient data ingestion, processing, and analytics. I architected scalable ETL pipelines using Azure Data Factory and Databricks to handle large volumes of structured and unstructured data, optimizing storage and retrieval performance by integrating Azure Synapse Analytics for advanced reporting. Ensured data quality and governance through data lineage, metadata management, and monitoring using Databricks Delta Lake. Facilitated real-time data processing and streaming analytics with Azure Event Hubs and Databricks Structured Streaming, enhancing decision-making capabilities.

SAP Intelligence: Automated approximately 25% of SAP BW reports, streamlining processes and saving time, resources, and energy. This transition reduced the need for supplementary software in various regions, cutting software costs by 8-10% and simplifying the technology landscape.

End-to-End Supply Chain Analytics Deployment: Deployed a comprehensive solution with AI and forecasting on Azure Cloud, implementing a Supply and Demand Model. This improved operational efficiency, reduced inventory turnover, and achieved operational excellence, while enhancing resource tools for finished goods inventory analysis.

Inventory Analytics: Identified 10% in unused gross inventory, leading to improved inventory management and enhanced cash flow. The Dashboard Analytics is expected to significantly impact inventory management and financial strategy.

Demand Analytics: Implemented AI-driven demand forecasting models, increasing OTIF performance from 63% to 72% and reducing backorders by 12%. Enhanced demand planning strategies, leading to improved supply chain efficiency and customer satisfaction.

Senior Manager- Data Solutions

January 2022 - April 2023 (1 year 4 months)

Bengaluru, Karnataka, India

I led several data-driven projects that significantly improved pricing strategies, revenue management, quality assessment, and strategic project oversight. By leveraging advanced analytical tools and AI models, I enhanced profitability, operational efficiency, and resource management.

Pricing Analytics Project: Developed and deployed data-driven pricing tools, boosting profitability and aligning with market trends. Implemented an AI model to predict negative margins and notify Account Managers. Rebuilt and internalized a third-party price simulator tool for better customization and control.

Revenue Management and Order Book Analysis: Created frameworks for analyzing sales and order data, optimizing inventory, and enhancing customer satisfaction. This led to improved resource allocation and efficient order fulfillment.

Cost of Poor Quality: Introduced a Quality Assessment tool using AI to predict and visualize the cost of poor quality. Conducted Root Cause Analysis and corrective actions, reducing the Cost of Poor Quality (COPQ) by over 10%.

Market Demand: Developed a Market Demand tool integrating demand data with CRM insights. Improved forecasting accuracy, secured plant capacity, and optimized load distribution for better operational efficiency.

Strategic Projects: Designed a tool to track strategic projects, cutting manual reporting by 40%. Automated the tracking of progress, budgets, and break-even points, saving time and resources.

Data Model Optimization: Enhanced data models to reduce runtime by 35-40% and cut operational costs by 15%. This optimization improved system performance and reduced energy consumption.

Data Harmonization Strategy: Centralized ERP data into a unified data lake, improving consistency and accessibility while minimizing reliance on external tools. This streamlined data integration and supported efficient decision-making.

Smiths Detection

Manager - Data Analytics

July 2018 - December 2022 (4 years 6 months)

Bangalore Urban, Karnataka, India

I provided strategic insights and developed advanced tools to enhance data-driven decision-making, optimize processes, and drive business growth across various operational aspects.

Insights & Strategies Across Teams: Provided insights, resources, and strategies across teams while developing and distributing market data, forecasting activities, and exploring AI/ML solutions, all aimed at enhancing data-driven decision-making and business growth.

Quotation Funnel Analysis and Opportunity Analysis using C4C: Developed tools to analyze the quotation funnel and opportunities using C4C, enhancing visibility into sales processes.

OEM & Aftermarket Size Analysis: Crafted a tool to assess the sizes of OEM and aftermarket sectors, enabling strategic decision-making based on market segments.

Upcoming Project Analysis: Constructed tools to analyze forthcoming projects across sectors, providing insights for proactive planning and resource allocation.

Installation Footprint Mapping: Created tools to map John Crane's installation footprint across refineries and markets, facilitating informed expansion strategies.

Detailed Product Assessment Tool: Designed a tool for product managers to assess their products, fostering data-driven enhancement strategies.

Advanced Analytics Integration: Integrated advanced analytics platforms to automate data pipelines, ensuring real-time updates and reducing manual effort.

Training and Upskilling: Conducted training sessions to upskill teams on new tools and methodologies, fostering a culture of innovation.

Comprehensive KPI Dashboard: Developed a dashboard for visualizing key performance indicators (KPIs), allowing for real-time performance monitoring and informed decision-making.

These efforts collectively demonstrate my commitment to leveraging technology and data for optimizing decision-making and driving business growth across various operational aspects.

EY

1 year 7 months

Markets Enablement Manager - Strategy & Operations

January 2017 - July 2018 (1 year 7 months)

Strategy & Operations Management

Originate, develop and implement global sector strategy with Sector leadership
Oversee financial plan to ensure execution of sector 'Plan to Win' budget initiatives

Work with brand, marketing and communications to develop and refine tracking metrics based on growth objectives

Identify and get out in front of market trends, client issues and revenue opportunities, informing Sector partners and Regions/Sector Market Segments on sector knowledge, insights and solutions to drive proactive client conversation

Operations and Compliance Activities

Develop Sector Insights using Advance Data Analytics and Develop BI tools to achieve the desired goals.

Supports SOLs in annual budget planning process and proactively track and report trends on spends against agreed strategic initiatives throughout the year. Perform monthly review with Industry Central Ops and coordinate with sector team to fix issues.

Support the Most Likely Outcome (MLO) exercise in mid-year and based on the understanding of the priorities of the sector from SOLs and sector team, he/she would highlight the need of additional budget from different sectors. Recommend realignment of budget.

Develop a strong understanding of EY Contracting and Business Relationship Evaluation Tool (BRET) processes and handle queries from the Sector Coordination, BRET, Procurement, legal team and coordinate with them when required. Act as a mentor for Sector team and liaise with vendor when required.

Co-ordination, supervision, and development of a team of sector coordinators (associates and sr. associates)

Market Enablement Manager

January 2017 - July 2018 (1 year 7 months)

Strategic Execution and Market Performance Reporting

Coordination of sector execution plan, operationalize the plan, monitor outcomes, impact and progress liaising with the sector team members (BMC, Knowledge)

Manage Sector reporting on key performance indicators, perform extensive analysis and highlight key trends on gaps and opportunities for sector.

Communications and Networking

Manages internal communications to build sector team connectivity

[newsletters, yammer community, CHS/Share point sites, etc.]

Onboarding of new team members into sectors on internal team dynamics and collaboration with GDS teams.

Facilitate networking between sector coordinators and support functions like creative agency to enable processes like document creation, designing needs of sector etc.

John Crane

10 years 2 months

Corporate Strategy Lead

January 2016 - December 2016 (1 year)

Bangalore

Corporate Strategy Management

Led strategic planning and market intelligence efforts for Global Business Development team

Improved strategic performance by producing superior market insights from industry data

Improved the quality, timeliness, consistency, and ease of access to market information

Supporting the development of long-term organizational strategy.

Conducting research and analyses of operational effectiveness, processes, stakeholders, etc.

Aligning departmental goals, processes and resource allocation with the organizational strategy.

Assessing market trends and competitors.

Identifying threats and opportunities.

Presenting findings, projections and recommended actions.

Planning, implementing and managing proposed recommendations and projects.

Monitoring and reporting on projects.

Supporting and guiding senior executive decision-making processes.

Sr. Engineer-Sales, Sales Strategy & Marketing

April 2011 - January 2016 (4 years 10 months)

Bangalore

- New business development, key accounts management, traveling to visit potential clients & meeting sales targets
- Recommending short-term and long-term Investment Opportunities, develop sales forecasts, strategic capital budget reports and detailed ROI analyses to increase Market-Share
- Establishing new, and maintaining existing, relationships with customers, Offering after-sales support services
- Managing and interpreting customer requirements
- Persuading clients that a product & service will best satisfy their needs, negotiating tender and contract terms and closing sales by agreeing to terms and conditions
- Analysing costs and sales & preparing reports for head office while recording and maintaining client database
- Providing pre-sales technical assistance and product education
- Liaising with other members of the sales team and other technical experts, solving client problems & helping in the design of custom-made products

Sr. Engineer John Crane

November 2006 - April 2011 (4 years 6 months)

Bnagalore

Occupied diverse positions in engineering and operations.

GDCL

Product Marketing Intern

July 2004 - November 2006 (2 years 5 months)

Bengaluru Area, India

- Provide source data for product line communications by defining product marketing communication objectives
- Support Product Manager to recommend the nature and scope of present and future product lines by reviewing product specifications and requirements; appraising new product ideas and/or product or packaging changes
- Determine customers' needs and desires by specifying the research needed to obtain market information

Education

Indian Institute of Management, Kozhikode

eMDP, Advanced Marketing Strategy and Analytics · (January 2021 - December 2021)

Indian Institute of Foreign Trade

Executive- MBA in International Business Strategy, Business Strategy · (2016 - 2018)

The ICFAI University, Tripura

Master of Business Administration (M.B.A.), Marketing · (2012 - 2014)

Karnataka State University

Bachelor of Commerce (B.Com.), Business/Commerce, · (2007 - 2010)

GTS

BTech · (1999 - 2003)