

ABHINAV DALAL

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SUMMARY Founder of a Web-Startup for 3 years. MSc. in Operations Research & Industrial Engineering with 5 year experience in Pricing & Revenue Management. Proven Analytical, Teamwork & Leadership skills.

EXPERIENCE B-OM Systems Mumbai, MH, India **Jan 15 - Dec 17**
Founder

- Lead a team of 11 MEAN developers including a 4 months in-house training program in MongoDB, Angular.js, Node.js and other cloud based technologies
- Built a SaaS solution for Restaurants with Food Ordering, Billing, Inventory and Analytical Reports
- Built a SaaS solution for Professional Services Firms with Timesheet Mgmt and Assignment Allocation

PROS Inc. (NYSE:PRO) Houston, TX, USA **Dec 12 – Dec 14**
Scientist

- Lead Revenue Optimization implementation (with millions of Decision Variables & constraints) for a Billion Dollar Car Rental Company
- Contributed to projects that generated 4% to 6% revenue uplift for each customer; including modules of analytics, price management, forecasting, channel strategy optimization
- Participated in Innovation Cell; built cloud based mid-market revenue optimization solution in 2 months focused on the Storage Rental Industry

Associate Scientist **Jan 10 – Nov 12**

- Implemented One-way(with Local) Optimization and Year-over-year Forecasting for a Truck Rental Company having all USA operations with over 300K trucks
- Contributed to Pre-Sales efforts for an Equipment Rental Company

EDUCATION Georgia Institute of Technology Atlanta, GA, USA **Jan 09 – Dec 09**
Master of Science in Industrial Engineering

- Manufacturing Systems
- Warehouse & Distribution Science
- Transportation & Supply Chain Systems
- Logistic Systems Engineering
- Principles of Management for Engineers
- Productivity Analysis
- Design & Analysis of Experiments
- Regression Modeling & Analysis

Master of Science in Operations Research **Aug 07 – Dec 08**

- Deterministic Optimization
- Mathematical Statistics
- Probabilistic Models & Applications
- Simulation
- Computational Methods in Optimization
- Reliability Theory
- Graph Theory
- Scheduling Theory

University of Mumbai - Watumull IIECT Mumbai, India **Jul 02 – May 06**
Bachelor of Engineering in Instrumentation Engineering

SKILLS
Languages: Javascript, HTML, CSS, SQL, SysML
Client-side Web Packages: Angular.js, angular-material, ui-bootstrap, tw-bootstrap, Karma
Sever-side Web Packages: node.js, express.js, multer, mongoose, Mocha
Database Packages: MongoDB, gird-fs, Atlas
Optimizatization Packages: CPLEX, OPL, AMPL, GAMS
Statistical Packages: QlikView, R Statistical Package, JMP, Matlab, Tableau
Other Packages: MS Office, Libre Office, Rockwell Arena, LabVIEW, Eclipse, VS Code
PROS Packages: Scientific Analytics(SA), Price Optimizer(PO), Contribution Mgmt Syst(CMS)

OTHER EXP. Research Assistant, Virtual Factory Lab, ISYE, Georgia Tech **May 08 – Dec 09**
Applied Queuing Theory to Manufacturing Systems; measured performance with new analytical method.
Team Leader, Warehousing Course Project, Georgia Tech **Jan 09 – Apr 09**
Led team of 10 people to improve picking efficiency for a national pharmacy; reduced travel time by 6%.
Lecturer, Instrumentation Engineering Dept., Watumull IIECT **Jan 07 – Apr 07**
Taught 'Analytical Instrumentation' and 'Computer Communication Networks' to class of 30 students.
Instrumentation Engineer Intern, Oil & Gas Terminal Automation, Larsen & Tubro **May 05 – May 06**
Developed Flow Charts & P&ID Diagrams using Design Specifications for 200+ IO signals

REFERENCES Aaron Putnam, VP, Science & Analytics, ABG Aaron.Putnam@AvisBudget.com +1 (973) 496-1086
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