

Canute Serrao

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Seasoned professional with a decade of experience in the transport and logistics sector. Looking to leverage my research and consulting experience and a passion for automobiles and technology to tackle challenges and develop innovative solutions as the industry transitions to an efficient, sustainable and digital future.

EXPERIENCE

APR 2019 – PRESENT

MANAGER, CRISIL

Study on Logistics Efficiency of key industrial across various industrial clusters for a state industrial development corporation

- Identification of key factors influencing concentration of a specific industry through primary interactions across stakeholders in each industry (textiles, pharma, auto and auto components)
- Understanding industry specific nuances w.r.t road / rail connectivity, cost, transit time etc.
- Comparative assessment of logistics efficiency of industrial clusters and recommendations to improve competitiveness for the client

Market sizing and forecast of electric taxi demand for a major automobile OEM

- Understanding business models and operations of taxi services across various segments such as employee transport, tourist, rental cabs etc.
- Identification of key factors influencing vehicle purchase behaviour of taxi fleet operators
- Assessment of total cost of operations for electric and ICE vehicles across segments

Traffic assessment for a greenfield toll road project for a road developer

- Identification of traffic flow patterns both current and future based on economic analysis
- Forecast of traffic flow across various alternate routes based on traffic survey data
- Project road toll revenue forecast and financial performance forecast for the project

APR 2015 – MAR 2019

SENIOR RESEARCH ANALYST, CRISIL

Identifying inefficiencies in outbound logistics and developing strategies for freight cost optimisation at key locations for a one of the largest FMCG players in India

- Route-wise commodity profiling including quantum and seasonality of traffic by truck types
- Transporter profitability assessment on each route based on freight rates and truck operating cost for major truck types
- Identification of inefficiencies based on cost impact of seasonal round trip traffic mismatch and recommendations to mitigate the impact

Long term market potential estimation for two wheelers in India for one of the largest two wheeler manufacturers in the world

- Identification of key factors influencing long term two wheeler demand such as size of mobile population, multiple ownership, cost of ownership, female workforce participation etc.
- Forecast of 2W potential based on econometric modelling and vehicle segment specific drivers

Long term commercial vehicle demand forecasting for one of the largest commercial vehicle manufacturer in India

- Impact assessment of mega trends in the domestic CV industry – Sustainability, digitalization, connectivity along with industry specific factors – highways, waterways, DFC, alternate fuels etc.
- Impact of emerging trends such as aggregators, telematics platforms on vehicle segments

JAN 2013 – MAR 2015

RESEARCH ANALYST, CRISIL

Strategic option assessment for one of the oldest polyester spinning plants in India

- Competitive and perception assessment of clients product in the market
- Assessment of viability of diversification into products such as nylon, NTFC, mothballing, upgradation of plant and product lines

Market and financial assessment of districts for setting up agri warehousing and testing facilities for a major warehousing player in India

- Identification of agri warehousing potential across 150+ districts based on secondary data
- Financial assessment of agri product warehousing and testing facilities across major districts based on demand-supply analysis of various agri products

Outbound logistics cost benchmarking at Bangalore for major cement players in India

- Identification of cost transport and handling at each point of transshipment for rail and road

APR 2011 – JUN 2011

PROJECT INTERN, TATA CONSULTANCY SERVICES

Assessment of High Frequency Trading / Algo Trading landscape in India

- Competitive assessment products/technologies in the HFT space
- Benchmarking of identified products with product in development at TCS
- Study of regulatory and technological changes supporting and challenging

DEC 2006 – NOV 2008

CONSULTANT/ESCALATION ENGINEER, CONVERGYS

Guide frontline support engineers, solve escalated technical issues with Microsoft products

- Among the top 5% of escalation engineers in terms of customer satisfaction scores and time to resolution

EDUCATION

2010 - 2012

PGDM, FINANCE, INSTITUTE OF MANAGEMENT TECHNOLOGY - NAGPUR

Silver Medalist PGDM 2010-12 Batch

Grade: 8.7 (Second Rank Overall Curriculum)

Top 50 Finisher - Capstone Project - Global Challenge

Extra-Curricular: Member of Finaholics - Finance Club

2001 - 2005

B.E, ELECTRONICS AND COMMUNICATION, P.A. COLLEGE OF ENGINEERING

Average Score : 69.07%

Final Year Project: Fingerprint based authentication system using Mathwork's Matlab

Extra-Curricular: Chief Student Organizer for annual college fest - 2005 (PACE FEST 2005)

TRAINING AND CERTIFICATIONS

- Digital Transformation – BCG & University of Virginia (Coursera)
- Python for Data Analysis and Automation (Linkedin Learning)
- Managing Teams (Linkedin Learning)
- Business Analysis: Essential Tools and Techniques (Linkedin Learning)

SKILLS

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|----------------------|-------------------------|
| • Project Management | • Financial Modelling |
| • Business Analysis | • Statistical Modelling |
| • Market Research | • Python |
| • Data Analytics | • Excel |

LANGUAGES

English (Native or Bilingual)
Hindi (Professional Working)
Kannada (Professional Working)
Konkani (Native or Bilingual)
Tulu (Limited Working)