Grégoire Maillard

in gregoiremaillard | ✉ gregoire.maillard@mail.mcgill.ca | ▪ (438) 525-7744

EXPERIENCE

Air Canada - Revenue Management, Science & Innovation Manager   Sep 2022 - Present

Analysis
- Led a quantitative analysis for ETS, using complex dataset and providing practical and efficient recommendations, resulting in a switch to local OD availability for connecting itineraries.
- Developed a PowerBI tool for Flight Managers to simulate scenarios on surplus seat allocation with the purposes of enhancing insights and reducing the time to experiment from a few days to a few seconds.
- Design a statistical methodology to evaluate the impact of changes on the system and their profitability.

Reporting
- Enhanced the utilization of dashboards and reports used by RM GEO teams to improve the user experience through the refinement of the user interface.
- Maintained and improved tools used for the creation of new paths and TODs in the system and reports used by Flight Managers to assess their expectations on their routes.
- Created and enriched dozens of dashboards for the commercial validation of the WTP forecaster.

Project Management
- Devised a methodology for the Ancillary team to measure the implicit revenue generated by the cancelling option offered by Hopper, resulting in estimating approximately 2M$ per year.
- Worked on different analysis to assess revenue opportunities linked to the allocation of surplus seats as part of a project between Loyalty and Revenue Management departments.
- Provide support and different level of analysis to the Revenue Management department.
- Ensure the quality of data feeding the forecaster, optimizer, and availability module through regular interactions with PROS, the RM system's vendor.

Leadership
- Product Owner of the Crystal AI - Show Up product, which covers more than 50% of the network.
- Participation to science and data communities such as AGIFORS, PODS, and McGill University.
- Provide guidance and assistance to new employees regarding tools, practices, and databases.

Quebec Ministry of Finance - Socio-Economic Planning Officer   May 2021 - Apr 2022
- Tasked with analyzing reports, dealing with complex datasets, and writing analytical notes for short-term inquiries within the Budgetary Orientations and Health Policies Department.

HEC Montréal - Teaching Assistant   Jun 2020 - Jan 2021
- Produced pedagogical content for the course "Microeconomics Analysis" to make economics accessible for first-year students as well as creating resources to go beyond the class content.

EDUCATION

Master of Arts in Economics at McGill University   2020 - 2022
  Thesis: The Future of Quebec's Monetary Sovereignty: A Structural Vector Autoregressive Analysis and a Labour Mobility Approach (Grade: A).

Bachelor in Business Administration at HEC Montréal   2016 - 2020
  Graduated with the Honor Mention (Top 5%). Academic excellence scholarship.

SKILLS AND INTERESTS

Languages Native French, Fluent English, Elementary Turkish and German.
Skills R, Python, SQL (Snowflake), PowerBI, Impact Evaluation, PROS RMA, Revenue Management.
Interests I have a keen interest in solving complex business problems and experimenting new approaches. In my free time, I enjoy reading graphic novels, playing volleyball, and learning about the media industry.