Abhay Joshi

Assistant Manager

An accomplished Business Consultant/Assistant Manager with leadership skills and having 10+ years of experience in FMCG domain.
Expertise in Price and Promotion and Marketing Mix
Hands on experience in crafting statistical model-based forecasting tools and successful business implementation of tools.
Cross-cultural perspective with professional experience virtually working with EU, US, Canada and Latam
Leading analytical team and driving statistical projects to address business problems of forecasting sales

Contact

Address
Mumbai, MH, 400076

Phone
919-979-591554

E-mail
joshi.abhay.m@gmail.com

LinkedIn
linkedin.com/in/abhay-joshi-78984328

Skills

Machine learning: Random forest, SVM, K-NN, Linear regression and Logistic regression, Probability, Statistical Inference, Multivariate analysis, Time series, Randomized block design
Programming language: Python and R language
Data Visualization: Tableau and Power BI

Education

2009-05 - 2011-01
Master of Science: **Statistics**

Sardar Patel University - Gujarat
2006-05 - 2009-01
Bachelor of Science: **Statistics**

Saint Xavier's College, Gujarat University

Work History

2018-01 - Current

Assistant Manager
GENERAL MILLS, Mumbai, Maharashtra
Responsibilities & Engagements
- Leading Strategic Revenue Management team-core responsibilities to manage trade and sales team engagement with onshore, providing business solutions using best in class statistical forecasting tools
- Engaging with Sales team to drive and implement GIC (General Mills India Centre) provided forecast, adding significant 100 hours of saving in planning
- Cross-team engagements on supporting Europe and Asia business on strategic revenue management
- Developed and implemented non-promo and promo consumption sales forecast for companies entire Canada business and achieved an accuracy of 97%, forecast values are currently live and embedded in the tool
- Implemented pricing elasticity and merch analysis tool for the company's entire Canada business. Inhouse tool helped the Canada team to save 200K dollars by discontinuing third-party vendor contract
- Crafted sales planner simulator that estimates future profits for both customer and General Mills, Tool saves 100 hours for sales team to plan shipments.

2011-05 - 2017-12

Senior Business Analyst/BusinessProcess Lead
TATA CONSULTANCYSERVICES, Baroda, Gujarat
- Collaborated with internal stakeholders, identifying and gathering analytical requirements for customer, product and projects needs.
- Provided comprehensive analysis and recommend solutions to address complex business problems and issues using data from internal and external sources and applied advanced analytical methods to assess factors impacting growth and profitability across product and service offerings.
- Developed quarterly roadmaps based on impact,

effort and test coordinations, working with stakeholders to achieve short-term and long-term goals.
- Leveraged analytics to drive business development, productivity and process improvement
- Applied statistical and algebraic techniques to interpret key points from gathered data.

🏆 Accomplishments

- Received National Sales award from Canada leadership (2021) for successfully implementing forecasting tools and saving hundred thousand dollars by replacing third party tool with Inhouse tool
- Received General Mills India Center R&R award for the year 2019. Executed statistical models for forecasting Sales, generating the best accuracy results
- Received 'Star of the year' and 'Certificate of Appreciation' award by client in 2015, 2016 and 2017 for providing exceptional services to the client (Nielson) of TCS Ltd.
- Received R&R awards internal in 2012, 2014, 2015 for serving Pricing and promotion team Europe and delivering excellent services to the client