

Anil Kaya

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Strategic business leader with 8+ years of experience in consulting, management and planning across 6 countries and 10+ industries. MBA and MEM focused on strategy, innovation, and machine learning. Proficient in leveraging analytics and technology integration to build scalable systems and optimize operations. Effective in strategic planning – navigating ambiguity – and detailed execution with a bias for action. Adept in leading large-scale, cross-functional projects. Eager to apply innovative technologies to real-world business challenges.

SKILLS

- Data analytics and statistics (SAS, SPSS, SQL, MS Office & VBA, R, Tableau, Jira etc.)
- Corporate strategy, finance, strategic planning
- Program/project management, product dev.
- People management, influence without authority (EQ)
- Change mgmt., process optimization, digitization
- Financial modeling and forecasting
- Market research, segmentation, and sizing

EXPERIENCE

2020-2024	TESLA – Senior Business Intelligence Analyst, Business Planning • Defined, modeled and prioritized value added services to improve profitability by \$48M per annum • Increased take-rate by 7x for maintenance program by creating a data-driven marketing strategy • Optimized headcount planning by road-mapping technician leveling standards, benchmarking wages and re-defining organizational structure in service, expected to improve productivity by 9%	Palo Alto, CA
	TESLA – Senior Program Manager (Technical), Fleet Operations • Led a team of 3 to generate \$120M annual recurring savings (99% reduction) in 3 rd party mobility spend by simplifying and automating complex workflows across 14 departments representing 10,000 employees • Created an analytics ecosystem from ground zero, including setting up tools, data engineering and architecture, defining and digitizing Kanban work-flows, enabling my team to manage volumes 50 times the company benchmark • Led product development of (A) a contactless customer service experience, reducing customer check-in/out time by 95%, (B) a one-stop-shop for field teams, reducing time spent on operations by 80% through API integrations with vendors and internal tools and (C) a flexible admin rule-engine to A/B test, reducing CAPEX needs by 8%	Fremont, CA
2019	TOYOTA – Data Analytics, CRM team • Cleaned data-sets, implemented 2 machine learning models to improve sales (4x lift) and customer retention (6x lift)	Istanbul, Turkey
2018	TESLA – MBA Intern, Service and Fleet Operations • Mapped out customer journey, identified blockers and scaling opportunities for at-home repair, contributing to program's growth to 35% of service volume • Generated savings of \$8M in fleet management by establishing and digitizing vendor processes	Fremont, CA
2017	MASTERCARD – Consultant, Advisory Team • Designed payments product strategy for a leading bank, created a 3-year road map to gain 400 bps market share	Istanbul, Turkey
2014-2017	VALUE PARTNERS MANAGEMENT CONSULTING – Senior Consultant (early promotion) • Defined and roadmapped the launch of two new SaaS super-app products for a cybersecurity firm, leading to a combined 2.5M downloads and 220,000 daily active users • Created an accelerated growth plan for a Private Equity fund owned retailer to achieve 7x growth in 5 years • Built payments strategy for a leading bank resulting in 50% YoY increase in sales, reduced customer acq. costs by 33%, increased retention by 240 bps. Client became the market leader • Advised a Communications Ministry on creating regulations for internet applications and accelerators (CDN) • Designed an affiliation strategy to unite 6,000 small shops for a leading cash and carry player	Istanbul, Turkey
2013-2014	HSBC – M&A Advisory • Prepared pitchbooks and built financial models for roadshows and potential M&A deals	Istanbul, Turkey

EDUCATION

2017-2019	DARTMOUTH COLLEGE – Dual Degree: Tuck MBA and Thayer MEM • Ranked top 1% globally in GMAT (760). Ranked top 15% of class at Tuck	Hanover, NH
2009-2014	BOGAZICI UNIVERSITY / CITYU HONG KONG – BSc in Civil Engineering	Turkey / Hong Kong

OTHER

- Co-authored white-papers on digitization, e-commerce and crypto mining. Published by Value Partners
- Board member and advisor to non-profits and startups on strategy and scaling