

# Mahtab Soin

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**Results-driven leader** with 12 years of experience in **operations management, cost optimization, and digital transformation**. Proven ability to **automate workflows, drive profitability, and manage cross-functional teams** across diverse industries (energy, education, technology) and global markets. I leverage critical thinking, data-driven insights, innovative solutions to **streamline processes, identify cost savings, and achieve measurable results**.

## Experience

### Master-Ed (Self-driven AI Project: [www.master-ed.com](http://www.master-ed.com))

Founder & Product Strategist (*Canada*)

May 2024 – current

- **Leading development of an AI-assessment platform** to solve challenges with traditional evaluations.
- **Utilizing AI tools to automate and streamline** all aspects of product creation, from research to debugging.
- Currently **testing with 50 users**, driving measurable results for product validation.
- Operating as a pre-revenue venture, focused on **lean operations and cost efficiency**.

### Space Copy

Business Development Consultant (*Canada*)

Dec 2024 – current

Space Copy is an in-situ logistics and additive manufacturing company

- **Forging strategic partnerships** with aerospace and defense leaders
- Actively securing seed funding, demonstrating **financial analysis and budget management**.
- Facilitating **R&D collaborations** with public, private, and academic partners.

### SLB (Schlumberger) Limited

Program Leader: Reliability Support Centre (*Canada*)

June 2021 – April 2024

- Founded and led a global program, achieving **\$4.5M in annual cost savings** through data-driven initiatives and **operational optimizations**.
- **Directed operations across 4 Business Lines and 30 Geo-units**, driving **cross-functional collaboration** and **managing departmental objectives**.
- **Prioritized and executed large-scale AI/ML initiatives**, deploying **automated data pipelines** and predictive models for **cost-reduction** and **efficiency gains**.
- Delivered **30+ BI projects** integrating data across **operations, supply chain, finance, and personnel domains**, enhancing **data-driven decision-making** for 50K+ users.
- Built and mentored a high-performance team, implementing agile methodologies for rapid deployment.

Operations Planning Manager (*Saudi Arabia*)

July 2018 – May 2020

- Managed resource planning & **\$20M annual capex** for 30+ fleets, collaborating with cross-functional teams.
- Achieved **\$15M in annual cost reductions** by optimizing leasing, rental, and maintenance through **process optimizations and operational efficiency**.
- **Automated workflows** by developing the "Asset Portal," **cutting job preparation time by 30x**

Engineer-in-charge/ Account Manager (*Saudi Arabia, Qatar, UAE, Kuwait*)

Sept 2012 – June 2018

- **Led operations and sales efforts**, generating **\$50M+ in revenue** and ensuring **zero service quality incidents** across 120+ complex projects.
- Drove **\$20M in revenue** and **60% cost reduction** through "live descaling" innovation
- Implemented **process innovations** (e.g., fluid recycling, 80% water reduction), demonstrating focus on **operational efficiency and cost savings**.
- **Spearheaded sales** for offshore projects, securing **\$17M in revenue** and strengthening **customer relations**.

## Fitterfox

Start-up Co-founder (*India*)

Sept 2015 – Feb 2016

- Co-founded a fitness tech startup, **leading product development and operational scaling.**
- Grew user base to **100,000+ unique users**, demonstrating **measurable results** in a lean environment.

## Education

Rotman School of Management, University of Toronto

2023 – 2025

Executive MBA, GPA: 3.93/4.00

Dean's List, Bregman Scholar

Jane Tyerman awardee (*peer-nominated for leadership and academic excellence*)

Indian Institute of Technology, Kharagpur

2008 – 2012

Bachelor of Technology (Hons.), Top 10% of class

*Head of Robotics society, Editor-in-chief of campus newspaper*

## QuantInsti

Executive Program in Algorithmic Trading (Certification), Rank 2/180

2021 – 2022

## Tools and Technologies I've Worked With:

- **Languages:** Python, SQL
- **AI content and code gen:** Various models by OpenAI, Anthropic, Google
- **Agentic AI:** LangChain, LangGraph, Agno, CrewAI
- **Cloud Platforms:** Google Cloud, Azure
- **Business Intelligence:** Power BI (DAX), Data Studio
- **Development & Productivity Tools:** Windsurf, Cursor, Gamma, Lovable, V0, Replit

## Personal Interests

- Active equities and options trader, applying **financial analysis** and **data-driven strategies**.
- Engaged with trends in economics, public policy, business & technology, fostering **continuous learning**.