

Elias Kurian

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Experienced professional with experience in various functional areas including project management, logistics, planning, analytics, FP&A & customer success. Creative thinker with strong analytical skills and equipped with work ethic and a strong passion to learn.

Professional Experience (5+ years)

Merilytics Pvt. Ltd (Oct-2019 – Present)

Business Manager (Analytics)

- Manager at Project Management Office
 - Provides **senior managerial oversight** for three projects (two in FMCG and one in digital marketing space)
 - **Root cause analysis** for oversights in client deliverables to ensure adoption of preventive measures across organization
 - Ensures adherence to company guidelines on data security, client interaction and client deliverables
 - Designs and reviews **development action plan for the team members (~16)** in the projects
- Managing a team of 4 for delivering revenue reports for a logistics leader in Americas
 - Interacts regularly with the client to understand their requirements & provides custom solutions in the areas of data warehousing and business intelligence.
 - **Forecasts** shipment & revenue for multiple business units using tailor-made rules and creates **Tableau & Excel** reports for the executives
 - Supports the Accounts Receivables team with daily alerts & insights on unbilled amounts and revenue receivables
 - Helped contracts management team accurately estimate distances between geographical locations by **automating API requests to Google & Bing maps**.
- Managing a team of 2 for providing insights on labor utilization for an apparel rental business in USA
 - Prepares weekly reports to showcase labor hour utilization trends across multiple warehouses spread across US
 - Compares actuals, forecasts and past year trends to highlight inefficiencies and bottlenecks
- Single point of contact for BI Implementation Project for a SAAS model product company based out of Australia
 - Managed a team of 5 members for delivery of end-to-end solution within the budget & timeline constraints
 - Finance
 - **Automated financial statements** (Balance Sheet, Cash Flow Statement, P&L Statement) on *Power BI* by loading data from *NetSuite* using *Saved Searches*
 - Designed and built department & region specific KPIs using data from Salesforce, JIRA & NetSuite
 - Customer Success
 - **Formulated custom surveys** in *Qualtrics*, analyzed customer feedback & provided actionable insights for the Product and Marketing teams
 - Developed **Customer Health Scorecards** to enable easy monitoring of customer satisfaction
 - Performed **competitor analysis and market study** to identify the risks and opportunities
 - Product Development
 - Designed **Monte-Carlo Simulations** in *Python* to estimate, with better accuracy, module completion time
 - Identified data issues in *JIRA & Nikabot* and illustrated the same on dynamic dashboards on *Power BI*
 - Estimated total costs associated with modules and compared with the expected incremental revenues to help the team better prioritize the development work
 - Successfully converted client relationship into retainership model of long-term nature
- Additional Responsibilities/ initiatives – In addition to managing client projects, part of various internal initiatives and governance activities,
 - Part of **Core Team (key governance body)**. The team is responsible for formulating, communicating and implementing key policy/process changes across the organization
 - Worked as part of **Innovation Team** to promote and foster process and tool innovations within the company. This included publishing blogs, defining best practices and organizing knowledge sharing sessions
 - Responsible for Excel & SQL on-boarding for new campus hires. This include managing on-boarding instructions and evaluating assignment solutions
 - Selected member of Internal Complaints Committee for administering sexual harassment issues at workplace
 - Overhauled the employee onboarding process for *Business* team to implement an effective and shorter alternative

Coats (June 2018 – Oct 2019)

Manager - Supply Chain

- Logistics Manager at S&P Threads
 - Played a key role in **automation and centralization of daily production planning**. This involved stakeholder management, changes in business rules and correction & optimization of SAP master data
 - Handled purchase of capex goods and sales of scrap, starting from tendering to the final execution
 - **Forecasted demand for finished goods** (100+ SKUs) for three warehouses (covering entire North India) using inputs gathered from sales, marketing and operations teams
 - Liaised with external vendors for placements of trucks and negotiated for best rates
 - Supervised the daily activities in finished goods/raw material warehouses and coordinated incoming/outgoing shipments with personnel across India
 - Planned for raw materials and consumables to ensure maintenance of service KPIs with respect to stock levels

Nagarro Softwares Pvt. Ltd. (Nov 2015 – June 2016)

Senior Associate - Operations Management

- Calculated infrastructure overheads of individual projects by mapping software and hardware resources
- Reduced software licensing fee by designing optimal bundles and purchase frequencies
- Initiated **organizational risk assessment** & business impact analysis and helped prepare risk management plans
- Optimized operations across departments **by redesigning process flows and creating custom excel templates**
- Designed and conducted *Excel* & *VBA* training sessions for various support functionaries within the organization

ODL Engineering Pte. Ltd. (Dec 2014 – Sept 2015)

Naval Architect

- **Automated structural analysis** in SACS using Java Script reducing run time and manual intervention
- Performed stability and hydrostatic analysis for a mobile offshore production unit. Conducted local strength analysis using first principles and *Mathcad*
- Conducted **non-linear structural analysis** for the design of blast doors for a petrochemical facility

Pipavav Shipyard Pvt. Ltd. (Aug 2010 – Oct 2011)

Management Trainee - Planning and Control

- Worked as Core Group Member of Project Vikrant with **BCG for production process improvements**
- Analyzed dimensional errors at BMS to identify the root causes and to design production allowances
- Played key role in the design of MIS at the shipyard in order to drive data-based decision making

Education

2016 –2018	Indian Institute of Management, Kozhikode (IIM-K) Master of Business Administration (MBA- Finance, Operations) CGPA – 3.45/4.33; Top 15 percentile.
2011 – 2014	Indira Gandhi National Open University (IGNOU) Master of Arts (MA) – Economics
2006 – 2010	Indian Institute of Technology, Madras (IIT-M) Bachelor of Technology (B.Tech) – Ocean Engineering with minor in Industrial Engineering

Skills and Certifications

Tools	Alteryx, Power BI, Tableau, MS Excel. Working knowledge of Salesforce, Qualtrics, NetSuite, SAP, JIRA
Languages	Python, VBA, SQL, PowerShell
Certifications	Alteryx Designer Advanced Certified by Alteryx Six Sigma Green Certification by KPMG MOOC - Predictive Analytics for Business using Alteryx & Tableau, Model Thinking, Digital Transformation
Others	Received Rashtrapati Scout Award from the President of India Achieved a national rank of 111 in the National Cyber Olympiad , India Qualified National Eligibility Test (UGC-NET) for Junior Research Fellowship in Economics Top 0.25 percentile in nation-wide Common Admission Test (CAT) 2015 Top 0.5 percentile in nation-wide Joint Entrance Exam (JEE) 2006