



Arvind Vijayan

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Summary

Strategy and Analytics professional turning data into business results across corporate advisory and financial services: grew advice-driven funding from \$30M to \$60M while scaling a strategy team 10x and leading cross-functional teams from ETL to executive insight. Partnered with senior stakeholders across the US, Mexico, Indonesia, and UAE to drive execution and outcomes.

Professional Experience

Associate-Strategy & Analytics | Morgan Stanley | Mumbai

- Doubled advice-driven funding from \$30M to \$60M by architecting and running an A/B-tested cash promo strategy for checking accounts, strengthening consumer banking stickiness
- Led enterprise-wide stock plan revenue consolidation by integrating fragmented datasets and engineering automated pipelines that cut reporting turnaround from 2 weeks to under 24 hours
- Directed Path to Advice (P2A) analysis for stock plan participants, refining consumer targeting models to surface high-potential candidates for Financial Advisor transition and expand the advisor referral pipeline
- Scaled the Strategy team 10x (4 to 40 members), leading talent acquisition and cross-functional integration to build organizational capability from the ground up
- Developed a "Top 100 Client" dashboard for the P2A team, consolidating E*TRADE and Shareworks data into a single view that cut an estimated 2 days of manual compilation down to real-time visibility for the CAO

Consultant-Technology & Transformation | Deloitte South Asia | Mumbai

- Shifted Unilever Mexico's sales optimization tracking from weeks of manual data pulls to real-time access by building 5 ETL-powered dashboards, enabling leadership to make live commercial decisions
- Automated 40+ critical data pipelines using Azure Data Factory and Databricks, recovering 30+ hours of engineering capacity per week for high-value strategic work
- Formulated a regional growth strategy for Unilever Indonesia by analysing consumer reach and campaign performance, delivering recommendations that redirected marketing spend to align with regional business priorities
- Partnered with global cross-functional leadership to define analytics roadmaps, identifying bottlenecks and market opportunities that drove a data-first culture across international business units

Analyst- Technology & Transformation | Deloitte South Asia | Mumbai

- Analysed large-scale customer datasets through complex SQL queries, translating findings into executive-level insights that shaped high-stakes commercial decisions and stakeholder strategy
- Cut response times for enterprise clients including HSBC and Unilever by building and deploying an internal conversational chatbot, creating a scalable self-service framework for knowledge management
- Automated manual data-pulling processes into real-time reporting access, enabling business leadership to make faster, data-driven decisions

IT Analyst | Emirates German Industries | Sharjah, UAE

- Drove a 15% increase in market penetration by leading research teams analysing ERP market trends using Python.
- Saved 10+ hours weekly by automating data processing and reporting, eliminating manual bottlenecks across the team
- Automated data pipelines on Azure, optimizing ingestion and cleaning to cut data-prep turnaround and safeguard integrity across large-scale market research datasets
- Translated complex technical findings into structured, executive-level presentations, aligning cross-functional global stakeholders on product positioning and competitive strategy

Education

- **Meng Civil and Environmental Engineering (Integrated Masters) – University of Nottingham | England, United Kingdom**

Accomplishments and Awards

- Accelerated from Analyst to Consultant in 1.5 years based on strong performance in building data models, automating reporting processes, and resolving complex data integration challenges
- Awarded the prestigious British Petroleum (BP) Engineering Foundation Year Prize in recognition of exceptional academic performance and analytical rigor within the engineering cohort
- Awarded 2016 Engineering Peer Mentor of the Year at the University of Nottingham for guiding junior students through rigorous technical curriculums, providing structured academic strategies and actionable advice for university success

License & Certifications

- Claude Code in Action Certificate
- KPMG Lean Six Sigma Green Belt Certificate
- Dataiku Core Designer Certificate
- Microsoft Certified: Azure, AI and Data Fundamentals (AZ-900, AI-900 and DP-900)
- Data Analysis with R Programming (Coursera)
- Google Data Analytics Specialization (Coursera)

Co/Extra-curricular

- Placement Vertical Head (Technology), PGPX: Leading recruiter engagement and opportunity creation for 150+ students
- Parisar Asha: Volunteer, contributing to education and welfare initiatives for underprivileged communities in Mumbai
- Giving Back Movement: Actively volunteered with underprivileged schools and old age homes through Morgan Stanley's community service program