

Grégoire Maillard

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EXPERIENCE

Air Canada - Revenue Management, Science & Innovation Manager

Sep 2022 - Present

Analysis

- Responsible of the forecast accuracy of the RM system, dealing with PROS regarding the different computations, as well as post-auditing commercial teams in respect to their influences on the Forecaster.
- Developed a PowerBI tool for Flight Managers to simulate scenarios on distress inventory with the purposes of enhancing insights and reducing the time to experiment from a few days to a few seconds.
- Design a statistical methodology to evaluate the impact of changes on the system and their profitability.

Reporting

- Enhanced the utilization of dashboards and reports used by RM teams to improve the user experience through the refinement of the user interface.
- Maintained and improved tools used for the creation of new paths and TODs in the system and reports used by Demand Managers to assess their expectations on their routes.
- Created and enriched dozens of dashboards for the commercial validation of a new forecaster.

Project Management

- Devised a methodology for the Ancillary team to measure the implicit revenue generated by the cancelling option, resulting in estimating approximately 2M\$ per year.
- Worked on different analysis to assess revenue opportunities linked to the allocation of distress inventory as part of a project between Loyalty and Revenue Management departments.
- Provide support and different level of analysis to the Revenue Management department.
- Ensure the quality of data feeding the forecaster, optimizer, and availability module through regular interactions with PROS, the RM system's vendor.

Leadership

- Product Owner of the show-up rate model which covers more than 50% of the network.
- Participation to science and data communities such as AGIFORS, PODS, and McGill University.
- Provide trainings and assistance to new employees regarding internal modules, practices, and databases.

Quebec Ministry of Finance - Socio-Economic Planning Officer

May 2021 - Apr 2022

- Tasked with analyzing reports, dealing with complex datasets, and writing analytical notes for short-term inquiries within the Budgetary Orientations and Health Policies Department.

HEC Montréal - Teaching Assistant

Jun 2020 - Jan 2021

- Produced pedagogical content for the course “Microeconomics Analysis” to make economics accessible for first-year students as well as creating resources to go beyond the class content.

EDUCATION

Master of Arts in Economics at McGill University

2020 - 2022

Thesis: The Future of Quebec's Monetary Sovereignty: A Structural Vector Autoregressive Analysis and a Labour Mobility Approach (Grade: A).

Bachelor in Business Administration at HEC Montréal

2016 - 2020

Graduated with the Honor Mention (Top 5%). Academic excellence scholarship.

SKILLS AND INTERESTS

Languages Native French, Fluent English, Elementary Turkish and German.

Skills R, Python, SQL (Snowflake), PowerBI, Impact Evaluation, PROS RMA, Revenue Management.

Interests I have a keen interest in solving complex business problems and experimenting new approaches. In my free time, I enjoy reading graphic novels, playing volleyball, and learning about the media industry.