

Amal Krishna A S

Business Analyst – Data-Driven Operations & Process Optimisation

✉ asamalkrishna@gmail.com

☎ +4915773656397

📍 Jakobstr. 8, 45141, Essen

🌐 [linkedin.com/in/amalkrishnaas](https://www.linkedin.com/in/amalkrishnaas)

🏠 Indian

🇪🇺 EU Blue Card



Professional Profile

Business analyst with 5+ years of experience in data-driven operations, KPI development, and process optimisation within energy trading, automotive, and B2B environments. Proven track record of improving onboarding and lifecycle processes, enhancing data quality, and enabling operational decision-making through structured analytics. Experienced in working with cross-functional stakeholders to translate complex business processes into actionable insights. Strong hands-on expertise in SQL, Power BI, and workflow analysis to drive efficiency and execution readiness.

Skills

BI & Reporting - Microsoft Power BI, Tableau, Jira (dashboards, JQL, ScriptRunner), KPI design

Data & Analytics - Python, SQL, Advanced Excel (Power Query, pivot tables, trend analysis)

AI & Automation - ChatGPT, Google Gemini, Claude, Power Automate, n8n

Systems - SAP, Endur, CRisk, MDM Nexus, HubSpot, Salesforce, Confluence, Trello

Business - Process mapping (BPMN 2.0), workflow optimization, stakeholder management, requirements gathering

Work Experience

08/2025 – Present

RWE Supply & Trading GmbH, Data & Process Analyst (Full-Time), Essen

- Ensured timely deal execution for 15+ counterparties per month across multiple legal entities by managing onboarding and lifecycle readiness
- Improved visibility of bottlenecks and prioritisation of deal-critical approvals through KPI reporting (Power BI, Jira) across onboarding workflows
- Identified approval delays and improved turnaround times by analysing multi-stage onboarding workflows using SQL and Power Query
- Reduced operational friction and recurring errors by optimising lifecycle workflows and resolving onboarding blockers with trading, legal, and operations stakeholders

04/2023 – 07/2025

RWE Supply & Trading GmbH, Strategy Analyst (Werkstudent), Essen

- Reduced resolution time by 32% YoY by analysing approval workflows across 10+ teams and redesigning escalation logic using Excel (trend analysis)
- Enabled proactive issue resolution through Power BI and Jira dashboards tracking approval delays and process performance
- Supported counterparty profitability decisions by building a cost model using Power Query
- Eliminated a 2-day manual workflow by automating quarterly cost modelling and reporting (Endur, Jira) using Power Query and VBA

10/2022 – 03/2023

Mercedes-Benz AG, Data & After-Sales Analyst (Intern), Stuttgart

- Improved forecast accuracy by 30% and reduced planning cycle time by 40% by developing a Python-based EV battery demand forecasting model in collaboration with Prognostica GmbH
- Supported demand planning and service strategy by analysing after-sales and repair datasets
- Enabled cross-functional alignment on EV after-sales performance by building Power BI dashboards to visualise trends and insights

11/2021 – 07/2022

Emteria GmbH, Sales & Strategy B2B (Werkstudent), Aachen

- Increased qualified pipeline by 40% YoY by identifying high-performing customer segments
- Contributed to 120% revenue growth YoY through improved customer targeting and acquisition strategy
- Improved sales visibility by leading CRM migration to HubSpot and implementing KPI tracking

10/2018 – 12/2020

Byju's The Learning App, *Business Development Manager (Full-Time)*, Bengaluru

- Promoted to Business Development Manager after strong performance as an associate
- Led a 16-member sales team using KPI-driven tracking, improving conversion rates in a \$3.5M regional market
- Analysed sales funnel performance to identify gaps and implement targeted strategies improving team effectiveness

Education

04/2025

Aachen, Germany

RWTH Aachen University, M.Sc. Management and Engineering

- Management Focus: Marketing, Financial, Strategic and International Business
- Engineering Focus: Artificial Intelligence & Data Analytics, Embedded system, ML

05/2017

Chennai, India

SRM University, B.Tech. Mechanical Engineering

- Focus: Production Management, Process & Cost estimation, CAM

Certificates

Power BI Dashboards | Process Improvement Foundations (process metrics) | SQL for Data Analysis | JSON Essentials Training

Languages

English - C2 | German - B1 | Hindi - C1 | Tamil - C1 | Malayalam - Native (C2)

Hobbies

Singing | Travelling | Reading | Technology & Psychology Podcasts | Content creation | Following Tech Trends | Videography