

Atul Gupta

Profile

I have the capacity to create business opportunities for very large deals in the energy, infrastructure, chemicals and fertilizer industries. I bring to the table enduring relationships with the largest Middle Eastern Business Houses who trust my judgment and ability to enable projects and big businesses.

Professional Experience

Started my career with **Tata Davy Ltd (Jan 1986)** and got hands on exposure in setting up Ammonia Plant in UREA Fertilizer Project of National Fertilizer Limited. My next big project was a turnkey contract for the **HBJ Gas Pipeline Project** (a 1600 km long implementation).

Entrepreneurial Forays

Started my own construction company - **United Engineers** and executed sub-contractor projects for a few Civil and Mechanical works. In the year 1996, started **MCPL**, an I.T. hardware company and escalated as National Distributor for IBM, Compaq and HP brand of computers.

The Middle East Story

My Middle East travels have taken me often to countries such as Kuwait, Qatar, Oman, Saudi Arabia, UAE, Libya, Syria, Egypt, Turkey & Jordan. Over the years I have forged strong bonds and excellent connections with Key Government decision makers, prominent members of the ruling family and most of the top business houses of this region.

Current Projects and Recent Successes

Presently assisting Department of Fertilizers, Government of India, to establish Gas based Fertilizer Projects overseas in Australia, Algeria and Egypt with allocation of Gas at affordable prices. I have already delivered local private investor for the venture along with the local government's strategic alliance interest for the Middleeast Projects. I help Public and Private Fertilizer companies, consortium to enter into long term supply contract of commodities like Potash, rock phosphate etc from middleeast and western countries through their respective government. Our valuable involvement is well recognized in assisting GOI for import of LNG for 25 years long contract from Gulf region for which final negotiations are going on.

Also assisting IOCL and EIL to procure few prestigious Refinery and Oil & Gas Projects on Nomination/Tender basis in Middle East Region. Our most recent assignment is to coordinate with one of the largest National Oil company from Gulf region who is interested to jointly set up large Refinery in PCPIR Zone along with Indian National Oil company as anchor Investor in a southern State of India.

In Infrastructure field I have been instrumental in coordinating GOVT to GOVT approach model on behalf of Malaysian Government (The experience acquired and proven track record of the Malaysian Construction Companies in the implementation of large infra projects locally and globally is well acknowledged) with State of UP , Karnataka and Orissa , initially it takes time to have in principal mutual acceptance of a transparent cooperation model for joint development of projects by both sides of Government in line with the procedures and legal frame work of respective countries/government. Once general understanding is achieved then it becomes very convenient for the host government to nominate large infra projects through this model to the foreign government.

I am currently focused on long term Projects has been successful in developing fair knowledge of understanding the government procedure, documentation etc of various Government and with vast relationship network in Southeast Asia is able to assist in successful implementation of large Projects which are to be jointly set up or executed between two Government Entities.

Educational Qualification

Bachelor of Engineering in Mechanical
Government college of Engineering and Technology,
Ravishankar University, Raipur.

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