



NEEL SANJAYKUMAR SHAH MBA, B.E.

ENERGY MANAGEMENT | PROJECT MANAGEMENT | OPERATIONS

PROFESSIONAL EXPERIENCE

08.2020 - 09.2020 Innovationswerkstatt **TD Reply**

- Developing B2B & B2C Marketing Strategy for Tool Sonar in DACH Market.
- Conducting market research and defining USP for market positioning.
- Providing multi-channel Marketing strategy with personas & pricing strategy.

10.2019 - 01.2020 Energy efficiency consulting project **TDK Sensors AG & Co. KG**

- Analysis of significant energy usage to determine the 2019-2020 Energy Baselines for the establishment of Business KPIs in compliance with ISO 50001:2018.
- Accessing the potential for flexibility by demand-side management implementation (Potential Savings 110k).
- Carrying out macro analysis for optimization of the production cycle & Gap Analysis for electricity consumption.

04.2017 - 09.2018 Senior Engineer Production **Cairn Oil & Gas (Vedanta Ltd.)**

- Through strategic planning and executing field development projects, generated additional revenue by adding 5000 bbl./day Crude oil.
- By developing cohesion in the working environment of multidisciplinary teams, achieved 50% increased productivity in professional communications.
- Carrying succession planning using designed production team and young graduate engineers training modules developed a team of 35 employees.

06.2014 - 04.2017 Production Engineer **Cairn Oil & Gas (Vedanta Ltd.)**

- By utilization of internal database like Digital oil field and SAP database, Energy efficiency improvement calculations for Furnace Equipment carried out which enabled Energy savings of 160 kWh/day for Furnace Equipment.
- Identified innovative substitute for Injection water filtration system & after carrying project trials using alternative filter systems achieved reduction in OPEX cost for water injection by 13000 €/day.
- With Zero Capital expenditure, implemented data-driven online reporting and management procedure for chemicals.

06.2013 - 06.2014 GET **Cairn Oil & Gas (Vedanta Ltd.)**

- Preparing Daily Production Report & Performing Data Analysis
- Technical report writing & presentation of technological advancement /concerns to Management team

EDUCATION & EXTRA-CURRICULAR ACTIVITIES

10.2018 - Present MBA Energy Management **Technische Universität Berlin, Germany** **Note 1,3**
Energy Business | Strategic Management

05.2020 Strategy Consulting Virtual Experience Program (2020)
Boston Consulting Group

01.2020 Data Science With Python
Technische Universität Berlin, Germany

06.2009 - 05.2013 B. E. in Chemical Engineering
Gujarat Technological University, India **CGPA 8.56/10**

Eligible to work in Germany

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LANGUAGES

German	Active User
English	Proficient User
Hindi	Native
Gujarati	Native

IT SKILLS

Microsoft Office
Tableau
Slack
Jira/Trello
Python Jupyter Notebook
SAP PM
Adobe Creative Suite
SharePoint

EXPERTISE

Energy Management
Project Management
Operations Management
Strategic Management
Business Story-selling skills
Emotional Intelligence
Adaptability skills
Digital Marketing

HOBBIES

Photography
Travelling
Networking
Filmmaking
Reading
Singing