

Utkarsha Telang

Ph: 9925180026 Email-Id: utkarshatelang@gmail.com

Seeking Leadership assignments in Sales & Marketing / Business Development with a growth oriented organization

Organizational Experience:

Since May'2018 : Indian Oil Corporation Ltd / Manager (Institutional Business), Mumbai

Key Deliverables:

- Heading Thane District for Institutional Petroleum Products (150 Thousand Tonnes per annum)
- Effectively managing the sales opportunity process from prospect identification and development through closing sales opportunities
- Looking after HSD Sales of all important Transport companies in Thane (NMMT, TMT, MSRTC and KDMT), Defence, MIDC and Infrastructure Companies
- Develop sales methods and presentations for prospect clients.
- Contributing to the development of the institutional sales strategy and implement

Notable Attainment:

- Signed an agreement with Thane Municipal Transport for supply of HSD for 10 Years

Previous Post Held at Indian Oil Corporation Limited

May'16 to Apr'18: Indian Oil Corporation Ltd / Manager (Supply & Distribution - LPG), Ahmedabad

Key Deliverables:

- Supervising Logistics operations from Source to Plant and to Distributors
- Adminstrating the complete Material Management operations in the Plant
- Responsible for facilitating the movement of products ensuring orders are processed in a timely manner
- Backlog Management for an efficient operational procedures
- Planning according to market demand

Notable Attainments:

- Played a significant role in Ahmedabad Plant Team for exceptional achievement of getting 'Certificate of Appreciation' by National Safety Council of India for FY 16-17
- Received Award for Efficient Communication team during 'Off-Site Emergency Drill' conducted by National Institute of Disaster Management

Jun'12 to April'16: Indian Oil Corporation Ltd / Assistant Manager (LPG - Sales), Ahmedabad

Key Deliverables:

- Looking after Sales of Both Domestic and Industrial LPG in Ahmedabad District
- Appointed as District Coordinator for Ahmedabad for the prestigious "Ujjwala" Yojana
- Took reigns of the Government of India's ambitious "PAHAL"(Pratyaksh Hاستانتاريت Labh) formerly known as DBTL to approximate 4.00 Lakhs customers in Ahmedabad, Kheda & Gandhinagar districts & achieved more than 50% success in just under 45 days of project commencement date
- Performed and supervised LPG Informative Drive for over 150 areas which includes institutes, schools & household areas
- Appointed as a Coordinator for Ahmedabad district during the testing phase of Web Based IndSoft (The Xth PCQuest Best IT Implementation award winning | 2013). Provided critical inputs in resolving the pertinent issues related to the development of the software
- Coordinated with the local authorities & state government agencies to provide a hassle free environment related to the public distribution system & undertook the eradication of black marketing of LPG Products
- Oversaw the launching of 5 K.G. FTL Cylinder in Ahmedabad, Kheda & Gandhinagar districts. Actively participated in strategies including, marketing, selling and safety

Notable Attainments:

- Played a leadership role in creating First Smokeless Village of Gujarat –Govindpura (2nd in India) and thus contributed in delivering sustainable way of life to the villagers
- A proud Guinness Book of World Record holder for the 'Largest Cash Benefit Programme', resulting into a direct positive impact on the exchequer of India in reducing the LPG subsidy
- Highest numbers of new connections in Gujarat for FY 2015-16

- Appreciation Cheque received at State Level (Gujarat) for being 1st Highest Sales Area in Domestic LPG Sales for FY 2015-16.
- Appreciation Cheque received at State Level (Gujarat) for being 1st Highest Sales Area in Commercial/ Industrial LPG Sales for FY 2015-16.
- Appreciation Cheque received at State Level (Gujarat) for being 2nd Highest Sales Area in Commercial/ Industrial LPG Sales for FY 2013-14.
- 2nd Prize in Synopsis held at Indian Oil (Eastern Region) for Backlog Management.
- Selected as the Representative of Gujarat State for LPG Division for the Chairman – Field Officer Conclave held at Bangalore in September 2013

Jun'09 to May'12: Indian Oil Corporation Ltd / Operations Officer (Supply & Distribution - LPG), Ahmedabad

Key Deliverables:

- Planning & Improving distribution of LPG within the market
- Logistics Management for smooth operations.
- Inventory Management with minimal backlog to reduce the bottle neck.
- SAP Knowledge on Supply & Distribution and Materials Management Modules

Academic Credentials:

- 2013 PGD in Supply Chain Management from Symbiosis Centre for Distance Learning, Pune
- 2010 PGD in Petroleum Exploration from Directorate of Distance Education from Annamalai University
- 2009 MBA (Oil and Gas Sector) from School of Petroleum Management, Pandit Deendayal Petroleum University
- 2007 Advance Diploma in Computer Software System Analysis and Applications from Institute of Management and Professional Studies (Maharashtra State Board of Technical Education)
- 2006 Bachelors of Science from B N Bhandarkar College of Science (Mumbai University - Gold Medalist)

Other Experience:

Apr'12 to Mar'14: School of Petroleum Management, Pandit Deendayal Petroleum University

Conducted specialized training programs in the domain of Oil & Gas Management for Senior Working Executives covering subjects like 'Logistics and Terminal Operations'

Apr'08 to June'08 : ICICI Lombard General Insurance Company (Corporate Office, Mumbai)

External Consultant for project titled 'Analysis and Development of Fire Claims Processing System'

Beyond Curriculum:

- Part of the 20th Indian Oil Art Exhibition held at Chatrapati Shivaji Maharaj Vastu Sangrahalaya (Formerly known as Prince of Wales Museum) Mumbai in September 2014
- Selection of paper titled "Role of IT in managing operations of LPG Distribution System of Oil Marketing Companies" selected during "International Conference on Energy and Infrastructure (ICEI) held by Pandit Deendayal Petroleum University in 2014

Personal Dossier:

Date of Birth : May 02, 1986

Linguistic Abilities : English, Hindi, Marathi, Gujarati
