

# Amit Kumar Sharma

Head – BD & HSE



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17+ years of experience in **Business development / HSE Management in the Oil & Gas Sector**. Implementation of HSE best practices at the organizational level. Proficiency in formulating, developing, and implementing business strategies to ensure the attainment of a **Safety Culture, Topline & bottom line**.

## Executive Profile

- Developed Systems and Procedures of the HSE and BD departments, and align the team toward achieving the company targets
- Strategic leadership and decision-making for capacity building for the organization, e.g. building capabilities in Oil & Gas Pipeline, COT/Terminal, and Process plant
- ESG/HSE Management at the Organization level
- Providing Strategic inputs to Management in line with the Organization's vision
- Developed the Team for process plant and cross-country pipeline
- Received Appreciation for developing Integrated Operation & Maintenance concept for the oil & gas pipelines and secured many businesses leads into contracts
- Proven track record of overachieving Business Targets; possess an innate flair for accepting challenges
- Skilled Team Manager: Proven skills to manage multi-disciplinary teams of professionals
- Proven expertise in establishing Strategic alliances (India/abroad)
- Skilled in providing differentiated product propositions & solution based approaches to clients, thereby creating a win-win situation
- Dynamic, disciplined & focused with honesty and integrity; possess excellent planning, leadership & relationship management skills

## Milestones 2021-22

- Secured one of India's biggest order in Integrated O&M of Oil & Gas Pipelines and Storage Terminals
- Secured & Supervising the Operation & maintenance of Trans-mix separation plant of IOCL, Jaipur
- Secured & supervising 96 Km 20" dia LPG pipeline O&M for Adani MKPL
- HSE management of all 30+ different ongoing projects over USD 131 Mn.
- Implemented ESG initiatives, Selection of HAZOP Master and Organized all the required HSE studies including HAZOP, HAZID, SIL, F&G Mapping, FERA/EERA, PHSER-III & IV, COMAH, BOW Tie, Constructability study and QRA etc. for Vedanta Ltd. for its Well Hookup project in Barmer
- Successfully supervised critical lifting and lowering of skid in cellar pit and well hookup jobs for one of a critical well site for Vedanta Ltd. in Barmer

## Notable Accomplishments Across The Career (2005-2021)

- Attained the target of Setting up of big format Petrol Retail outlets in Punjab and J&K in 2005-06
- Developed business and executed technical **training program** for OIL India, Numaligarh & Bongaigaon Refinery in then terrorism affected area in the state of Assam in 2006-07
- Played key role in qualifying the foreign EPC consortium for construction of cross country pipelines in 2008-09
- Steered efforts in the timely completion of GAIL India's prestigious pipeline & terminal construction project including residual engineering meant for Indian Commonwealth Games; managed Procurement line up and project coordination, timely delivery of material and engineering approval in 2010-11
- Performed a key role in tying-up with Foreign Technology providers in In-Line Inspection Services and Pipeline Leak Detection System. secured a 10% market share within one year on a pan India basis in 2011-12

## Core Competencies

Strategic Business Development

Proactive & Caring Leader

HSE/ESG Management

Tendering & Estimation

Profit Centre Operations

Team Building & Training

## Soft Skills

Collaboration + Conflict Mgmt.

Leadership + Empathy

Negotiation + Change Agent

Patience + Persuasion

Interpersonal Skills +Mentoring

## Education + Interest Areas

MBA (Oil & Gas) + BCA

Certification in Ind. Safety Engg.

Indian Classical Vocal Music

World Economic Development

Geopolitical Development

- Presented paper in a conference on " Life-Cycle Extension Strategy of Oil & Gas Pipelines" in 2015
- Promoted the Concept of Integrated O&M for Pipeline to PSUs like IOCL, GAIL & ONGC and got breakthrough in all for securing either contract or Empanelment; the Concept was welcomed and accepted by almost all the Pipeline Industry in India during 2016-17
- Dealt in Project Execution & Business Development Activities from Newly setup office in Mumbai in 2017-18
- Established the BD Process and Safety SOPs in a newly joined company, generated Marketing Documents and overachieved the BD targets in 2018-19
- Generated leads and new business segments to enable the company to qualify in the bidding process in the new areas of work where the same was not qualified earlier through proper bidding strategy and liasoning; Some of the Areas are Terminal O&M, Process Plant O&M, International alliance in Smart Domestic/Commercial Gas Metering Business in 2019-20
- Secured and managing Operations of O&M of trans-mix process plant (first of its kind in India) of one of the PSUs in Jaipur in 2020.
- Expanding business into new geographical areas including MENA Region and African Region
  - Qualified SOPAN as a technical partner in one of the marginal Oil field development
  - Empaneled with one of the largest Petrochemical plant in Middle East as an O&M Service provider

## Professional Experience

Designation	Organization	Duration
Head - Business Development	SOPAN O&M Co. Pvt. Ltd, Ahmedabad	Mar 2018 – present
GM - Business Development	Sanmarg Projects Pvt. Ltd, Mumbai	April 2017 – Feb 2018
DGM - Business Development	Sanmarg Projects Pvt. Ltd, Noida	Dec 2013 – Mar 2017
As an Entrepreneur	Spear Integrity Management Pvt. Ltd, Delhi	Oct 2012 - Dec 2013
As Manager – BD & Strategy	PL Engg. Ltd., Gurgaon	Feb 2012 – Oct 2012
Sr. Manager – BD & Projects	Corrtch International Pvt. Ltd, Ahmedabad	Nov 2009 - Jan 2012
Manager – SCM	Michigan Engineers Pvt. Limited, Delhi	Feb 2009 - Sep 2009
Dy. Manager - Business Development	Maytas Infra Limited, Delhi	Dec 2007 - Jan 2009
Sr. Executive - Business Development	M-Power Energy (India) Pvt. Ltd, Delhi	May 2005 - Dec 2007

## Key Projects Undertaken:

1	Client	Adani, MKPL
	Project	O&M of 96 Kms 20" dia LPG Pipeline including control room operation (2022 – 2024 (Ongoing))
2	Client	IOCL, Mohanpura
	Project	O&M of Transmix Separation Plant (2020 - 2022)
3	Client	Vedanta Ltd.
	Project	O&M of Pipeline and Storage terminal (2021 – 2026 (Ongoing))
	Description	Integrated O&M services for Pipeline & storage terminals Areas and facilities from Barmer to Bhogat with 3 Terminals and 41 Above Ground Installations
4	Client	IOCL, Gujarat Refinery
	Project	Lupec Project (Ongoing)
	Description	Brown field modification work with Civil, Mechanical, Electrical & Instrumentation along with installation of heavy units and structures during Refinery Shutdown
5	Client	IOCL, Paradeep Refinery
	Project	Storage Tanks Integration between North and South Refinery areas (Ongoing)
	Description	Composite Works For Civil & Structural, Piping, Mechanical, Process Safety, Electrical And Instrumentation Works, Residual Engineering, Statutory Approvals And Mechanical Completion, Pre-Commissioning, Commissioning Of Interconnection System For Storage Tank Integration For IOCL Paradip Refinery
6	Client	GAIL India Ltd.
	Project	Composite Maintenance of Delhi NCR Pipeline
	Description	Maintenance, Inspection and Up-keeping of cross-country pipeline - Pipeline Right of Way, SV Stations and Cathodic Protection system
7	Client	GAIL India Ltd.
	Project	Laying of 12 Kms x 8" dia. Gas pipeline in Delhi including residual engineering, SCADA, Instrumentation, Electrical and Civil packages
8	Client	Gujarat Gas Company Ltd.
	Project	Laying of 50 Kms x 6" dia. Gas pipeline in Gujarat with construction of dispatch and receipt stations

## Special Interest Area

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- Hindustani Classical Vocal Music: Upantya Visharad (Ongoing)
- Indian Vaidic Darshan: Yog Darshan and Sankya Darshan
- Expertise in Meditation

## Certifications

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Received certifications in:

- Certification in Industrial Safety Engineering from IIT Kharagpur thru NPTEL (2021)
- Pipeline Integrity Management from ASME B 31.8 S in 2011
- Enterprise Management from Indian Institute of Technology, India in 2003

## Academic Details

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- MBA (Oil & Gas Management), University of Petroleum & Energy Studies, India - 2005
- Bachelor of Computer Application, CCS University, India - 2002

## Personal Details

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**Date of Birth:** Jun 18<sup>th</sup>, 1979

**Languages Known:** English & Hindi (Fluent), Gujarati/Punjabi/Assamese/Bengali (Average)

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