**AJAY KUMAR DAS**

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##### Summary

## MBA (Finance) &Electrical Engineer with more than 20 years work experience in Oil & Gas and Iron& Steel industry. More than 16 years experience in Corporate Planning, Strategy, Commercial& Finance functions. Current job involves screening, evaluation and strategizing bids for acquisition of oil & gas assets. Recent responsibility include assessing new business.My strong finance and technical background, makes me an ideal candidate for Commercial, Strategic Planning, Corporate Planning and M&A Positions.

##### Academics

## M.B.A.(Finance-Full time) Xavier Institute of Management, Bhubaneswar ,India 1994-1996

## B.E. in Electrical Engg. National Institute Of Technology, Rourkela, India 1986-1990

##### Achievements/Recognitions

## Won two Oil blocks in the NELP-VIII bid round for Jubilant Energy. Detailed financial modelling and analysis done forstrategising the bidding parameters. Received Special Award on this account.

## Adani emerged as preferred bidders in twolarge size Conventional Oil & Gas assets in Russia & Europe. Systematic due diligence, detailed financial analysis on valuation and bid strategy helped us in getting shortlisted at competitive offer price.

## USD 80 mn equity capital raised for Jubilant Energy in AIM Market of LSE.Developed robust business plan and valuation models for presentation to investment bankers and analysts.

## Selected to work in strategic planning positions in CEO’s office in SAIL & Jindal Stainless Ltd (JSL), based on the overall performance. Rated high performerconsistently during the period.

## Received several awards in SAIL for operation improvement in Finance & Accounting area.

##### Experience Details

**Adani Enterprises Limited**

***Ahmedabad, India***

*Adani Enterprises Limited is a USD 12 billion infrastructure focussed company. Its subsidiary AWEL is an Oil & Gas - E&P Company targeting inorganic growth through acquisition of producing and developed assets.*

***GM, CMD Office,AEL* April 2013-Present**

***Asso. GM, Business Development*,AWEL Sept 2010-March 2013**

**Role:** In my current role I am working on the commercial feasibility of a new segment of Energy Business. I also docomplete co-ordination of acquisition activity – right from the asset screening stage to submitting the final bid document. In this process I have evaluated a number of Oil & Gas opportunities in North America, Europe, Russia & Africa and submitted bid for few of these assets. The size of each target acquisition is more than $1 billion.

**Responsibilities:**

* + Assessing new business (other than Oil & Gas) from commercial angle.
  + Building acquisition strategy for Oil & Gas business.
  + Identifying and preliminary screening of assets
  + Appointment of consultants for technical, legal and commercial due diligence
  + Carry out due diligence of Commercial contracts
  + Co-ordinate the entire due-diligence process
  + Build Financial Models for shortlisted assets
  + Present findings of due diligence to top Management and take approval
  + Prepare and submit bid document
  + Co-ordinate with Investment bankers for financial advisory and transaction advisory.

**Significant Contribution:** During the tenure, our bidding strategy helped us getting short-listed as preferred bidder in two large size oil & gas assets (each of size more than $ 1 billion). In addition I have made several studies and prepared reports on fiscal regime, government regulation, industry status, etc. for a number oil and gas prospective regions.

**Jubilant Energy Dec 2007-September 2010**

***DGM, Business Analysis& Valuation NOIDA,India***

*Jubilant Energy is an AIM listed Oil & Gas E&P Company with 9 exploration and discovered/producing assets in India and abroad.*

**Role:**In this role I had to complete the enterprise valuation of Jubilant Energy and present the same to range of investors. I also developed financial model and bidding strategy for acquisition of new assets through public bid process. In addition I executed the role of Business Controller. Role reporting to CEO.

**Responsibilities:**

## Complete valuation of all Oil & gas assets for IPO listing.

## Developing financial models and bidding strategy for exploration assets in NELP bid rounds.

* + Prepare and present Business plan to investors for funding through debt and equity.
  + Carry out additional charge of Business Controller.

**Significant Contribution:**

## Completed company valuation for IPO funding of USD 80 mn in AIM market of LSE.

## Won 2 exploration assets in the bidding process in NELP-VIII round.

## Developed business plan & IM for sanction of debt of worth INR 1000 Crores from consortium of Indian Banks and for IPO.

**Jindal Stainless Limited Sept 2005- Dec 2007**

***AGM, Corporate Planning Cell New Delhi, India***

*JSL is the largest Stainless Steel producer of India with annual turnover in excess of USD 1.5 billion.*

## Role:Assisted MD & CEO on matters related to Strategy, Business Plan and Business process implementation.

**Responsibilities:**

## Implementation of Process Costing, Budgeting,and Financial authorization matrix in the new plants.

## Analyse cost models of different operations and drive cost reduction projects.

## Sort out regulatory issues related to power supply contract.

## Process risk assessment through internal audit and closing the gaps in the business process in Co-ordination with KPMG.

**Significant Contribution:**

* Ironed out contractual flaws in power contract through regulatory interventions. Saved INR 10 crore.
* Implemented process costing, operational budgeting and authorisation matrix in 3 months.

**Steel Authority Of India Limited(SAIL) 1996-2005**

*SAIL is the largest steel producer of India with annual turnover close to USD 10 billion.*

***Sr. Manager (Executive Assistant) to CEO (2004-2005)***

***Manager – Finance & Accounts (1996-2003)***

**Responsibilities:**

## Assist CEO in strategising plant Finance &operations.

## Budget Preparation, Process Costing, M.I.S. & Pricing.

## Consolidation of quarterly and annual financial accounts.

## Preparation of annual Business plan for INR 5000 Crore turnover Plant

## Cash flow, Working capital projection

**Significant Contribution:**

* Introduced various reforms in Plant Operations which resulted in turn around.
* Saved INR 25 crore in boiler coal procurement by invoking special clause in the agreement.
* Developed inventory valuation software in MS-Access.

**Engineering Experience 1991-94**

*Jr. Manager(Electrical), Cold Rolling Mills, SAIL (1992-1994)*

*Engineer, Electrical Repair Shop, NALCO(1991-1992)*

## Date of Birth: December 10th, 1968