

VIBHU ARORA

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EDUCATION

Massachusetts Institute of Technology (MIT), Cambridge MA

2012-2013

Master of Engineering, Supply Chain Management Program

Indian Institute of Technology – IIT Bombay, India

2003-2008

Master of Technology, Chemical Engineering

Bachelor of Technology, Chemical Engineering

EXPERIENCE

SCHLUMBERGER Ltd. (SLB) *(Global leader in energy technology solutions, \$40Bn revenue in 2011)*

Field Service Manager, Aberdeen (Scotland)

Jun 2012 - Aug 2012

Managed North Sea operations for two client accounts & implemented next generation technology

- Led a team of 14 engineers and improved service execution by 15%, achieving zero lost-operation time for 11 weeks
- Spearheaded the new-technology drive in North Sea and introduced two new high-tier technologies, resulting in a sales increase of \$6Mn/year for Schlumberger and a savings of \$8Mn/year for *Apache Corporation*
- Advised clients on operations forecasting and production estimations & controlled internal assets worth \$12Mn

Project Lead, Rajasthan (India) & Jakarta (Indonesia)

Jan 2011 - May 2012

Drove the fast-track development of Rajasthan block & addressed the drilling challenges in Indonesia

- Developed the workplan for managing *Cairn India Ltd.*'s Rajasthan block – the fastest drilling field in South East Asia (4 X faster than normal operations) and helped boost production from 0% to 16% of the total oil produced in India
- Initiated & led *Hess Energy's* complex drilling campaign in Jakarta, undertook detailed risk assessment of the project and collaborated with *Hess* to design risk mitigation strategies which were adopted as benchmark for future projects
- Planned & launched three strategic sustainability initiatives for Western India, in partnership with *Cairn India Ltd.*
- Led multi-cultural, global and cross-functional teams ranging from 3 to 12 people & controlled assets worth \$7Mn

Field Engineer, Mumbai (India) & Muscat (Oman)

May 2009 - Dec 2010

Improved reliability in Mumbai offshore field & implemented Lean in Oman

- Led the migration to a new acquisition system & coached 30+ employees for increasing drilling reliability in Mumbai
- Reduced maintenance cycle-time by 18%, re-designed workflows and consolidated internal logistics by 40% in Oman

NEW INK GIS Ltd. *(Tech start-up in enterprise software domain, pioneer in geo-spatial applications)*

Consultant (Independent), New Delhi (India)

May 2008 - Apr 2009

Developed an enterprise application suite (information system) for the state of Sikkim in India

- Managed product design & project timeline, coordinated between data acquisition & software development teams
 - Diversified company's business by adding a new line of service – institutional trainings, increasing profits by 20%
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LEADERSHIP & ACHIEVEMENTS

- Promoted thrice in 3 years for top performance in Schlumberger (the average for same peer group being 4.5 years)
 - Setup a Corporate Social Responsibility division for SLB India office reporting directly to the GeoMarket manager
 - Won the SLB 2011 VP-Asia Award for executing *Hess'* Jakarta project, competing against 22 high-value projects
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ADDITIONAL ACTIVITIES

- Regional coordinator for SEED (Schlumberger nonprofit agency), helped three schools to gain access to computers and internet in Barmer (India), reaching out to 1900 students (2011-2012)
- Interned at IIM Bangalore (India's foremost B-school) and contributed to an institute working paper ¹ (2006)
- Represented IIT Bombay music team (drums & vocals) at various inter-collegiate events and won multiple awards
- Launched a national workshop series for IIT Bombay's Entrepreneurs Club, connecting 25 colleges & 12k students
- Trained first aider & fire fighter; pursue soccer, hockey, cricket and currently learning sailing at MIT

¹ *Subsidiary Initiative in Indian Software Subsidiaries of MNCs, IIM-Bangalore working paper no. 240*