

## CHARAN DADI

**SUMMARY** Chemical Engineer with more than 11 years of extensive experience in oil and gas production, chemical management services, business development, and account management. Proven track record of managing multimillion-dollar accounts, developing new business opportunities, and providing technical expertise in upstream specialty chemicals.

**OBJECTIVE** To be part of an organization with good growth prospects, providing a quality environment where I can work to my employer's satisfaction and enrich my knowledge and technical skills

### **PROFESSIONAL ACCOUNT MANAGER, EMOCHEM – CHAMPIONX, UAE.**

**EXPERIENCE** Jan 2021 – Present

#### **ROLES AND RESPONSIBILITIES:**

Managed accounts for prominent entities such as ADNOC Group companies, Dubai Petroleum, ADOC, and EPC Contractors, ensuring high levels of customer satisfaction and retention.

Spearheaded business development initiatives, executing strategic plans to drive sales growth and expand market presence in the upstream specialty chemicals sector.

Played a key role in participating in tenders both commercially and technically, maintaining adherence to key performance indicators (KPIs) and securing new business opportunities.

Conducted field trials, provided technical assistance, and conducted field visits for all upstream chemicals, facilitating the implementation of effective solutions in real systems.

Conducted root cause analysis to identify and address production problems related to chemical treatments, ensuring optimal performance and efficiency.

Proactively troubleshooted issues in production facilities during process upsets related to chemicals, minimizing downtime, and maximizing operational effectiveness.

#### **TECHNICAL SERVICE ENGINEER, BAKER HUGHES, A GE COMPANY (UAE & INDIA)**

Nov 2016 – December 2020

Clients – ADNOC Group, Dubai Petroleum, ADOC Japan, SNOC, TOTAL ABK & Cairn India.

#### **PRODUCTION TECHNOLOGY SPECIALIST & DRILLING FLUID SPECIALIST, M I SWACO A SCHLUMBERGER COMPANY (INDIA)**

Feb 2013 – November 2016

Clients – Cairn Energy India

#### **KEY TECHNICAL SKILLS**

Demulsifier – Bottle Test 8 Year's + Experience – Successful products in UAE, OMAN, SUDAN & INDIA

Reverse Demulsifier (Water Clarifier) – Bottle Test, Gang Stirrer.

Biocide – MPN Method, ATP, QPCR, SRB Quick Check.

Scale Inhibitor – Jar Test, DSL, SI Residuals.

Schmoo Remover – Jar Test.

Foamer – Foaming Tendency Test Defoamer – Sparge Test.

Scale Dissolver – Jar Test, Soaking Test.

Corrosion Inhibitor – LPR Method, HPHT, RCE, CI Residuals and FE Counts.

Field Trails of all upstream chemicals including Drag Reducing Agents (DRA).

QC for all upstream chemicals (Raw Products and Finished Products) Water chemistry preparation and preparation of synthetic brines.

#### **COUNTRIES WORKED**

India, UAE, Kuwait, Oman, USA, Sudan, Qatar, Saudi.

### **EDUCATION Bachelor of Technology in CHEMICAL ENGINEERING, JNTU University (M.V.G.R COLLEGE)**

Completed with First Class honors (2008 – 2012).