

## PROFESSIONAL CAREER OVERVIEW

Total	: 18 Years of experience in the Energy Sector
Industries	: 13 Years in the Oil & Gas industry & 5 Years in Industrial Gases & Clean Energy
Regional Experience	: 14 Years in the Middle East region & 4 Years in India
Roles	: 11 Years of Business Development role & 7 Years in a Technical role

## AREAS OF EXPERTISE

### COMMERCIAL

- Market entry strategies for new market segments & geographies
- Driving customer engagement to build international business relationships
- Develop strategic partnerships to strengthen portfolio and market presence
- Financial modelling & analysis of complex projects to enable profitable business development
- Feasibility studies based on market, technical, economic & legal aspects

### NEW ENERGIES

- Project & Business development in the Clean Energies segment
- Value chain development including Renewable Energy, Low Carbon Hydrogen, Derivatives & Offtake
- Carbon Capture & Utilization of CO2 (CCU for EOR / Fracking)
- Innovating solutions to reduce carbon intensity of products & their scale up

### OIL & GAS

- Developing Petrochemicals Business
- Application & uses of CO2 in oil field services
- Pipeline and Process services
- Acquisition & analysis of reservoir & well data

## STRENGTHS

- In-depth understanding of the Clean Energy & Conventional Energy business (Upstream & Downstream)
- Strong technical & operational background in Oil & Gas. Robust understanding of downstream Oil & Gas
- Ability to translate market needs into profitable business & efficiently drive business objectives (Technical and Commercial)

### MITSUBISHI CORPORATION (UAE)

### Business /Project Development-Clean Energy

2022 - Present

The largest trading house in Japan- Developing & investing in clean energy projects for offtake and supply to end users globally

- Developing Clean Energy business including green & blue hydrogen (Low Carbon)
- Holistic project development starting from renewable energy to high value derivatives of Hydrogen like E-Fuels, SAF, Clean Ammonia, Clean Methanol, Synthetic Natural Gas, decarbonized chemicals etc.
- Supply chain development and offtake of Low Carbon products, leveraging different transport vectors to various industries and geographies
- Developing decarbonization opportunities and strategy for Petrochemical industry / steel industry
- Project investment-study & development, based on market intelligence and product demand (Energy Demand – Asia & Europe)
- Strategic partnership creation to enable project development

### Key achievements:

- Developed extended network in the clean energy industry including final end-users
- Provided strategy to position the company in the region by expanding portfolio of low carbon derivatives

- Developed comprehensive market intelligence & analysis to identify new business opportunities

## **PETRORENTAL EQ. (UAE)**

### **Head of Sales & Operations – Middle East**

**2020 – 2022**

#### Manufacturing of equipment for O&G services (Sale, Rental & Services)

- P&L responsibility for the Oil & Gas division, budget planning & monthly forecast
- New business development with innovative products and extended services
- New positioning of the company with services to O&G service companies
- Overall operational responsibility
- Managed a team of 14 people with 6 direct reports

#### **Key achievements:**

- Deployed strategy with direct impact on revenue /profitability by value chain optimization (profit rise - 20%)
- Direct sales of equipment, manufactured to customer specification requirement (Additional value - \$0.9 M)
- Improved on Standard procedures to enhance efficiency and safety of equipment

## **LINDE GAS MIDDLE EAST (UAE)**

### **Regional Business Development Manager**

**2015 – 2020**

#### Leading global industrial gases and engineering company serving O&G and Clean Energy sector

- Deployed strategy for the development of upstream market in Middle East, focusing on NOCs in UAE, Saudi Arabia, Oman, Kuwait & Bahrain
- Developed sourcing strategies for CO2 to foster new market development for CO2 applications in O&G (large-scale CO2-EOR projects / fracking services)
- New Business Development for O&G services using nitrogen
- Supporting O&G operations and services execution

#### **Key achievements:**

- Became a qualified vendor for CO2 Fracking services with Saudi Aramco
- Successful design & implementation of Well simulation services using CO2 in KSA, Bahrain, Oman etc.
- Introduced innovative services solution using nitrogen for O&G services

## **WEATHERFORD (INDIA)**

### **Business Development Manager -Formation Evaluation**

**2012 – 2015**

#### One of the Big 4 O&G services companies with fully integrated solutions to Energy Companies

- Technical Sales & Marketing for the Formation Evaluation group (Wireline / Mud Logging / Drilling Services / Labs / Petroleum Consulting); objective to increase market share
- Annual Budget planning for the division
- Focal point for strategy & Business development to drive profitable growth

#### **Key achievements:**

- Developed pricing strategy and achieved successful bid enabling very first business with Cairn (Value > \$ 1 M)
- Provided integrated solution to win new additional business for Formation Evaluation group (Value - \$ 1.4 M)
- Successfully developed new business with ONGC and Essar (Value - \$ 1.7 M)

- Secured additional business with Heramec & Oilmax, for Logging & Lab services (Value - \$ 0.8 M)

## **WEATHERFORD (INDIA)**

### **Petroleum Consulting**

**2011-2012**

One of the Big 4 O&G services companies with fully integrated solutions to Energy Companies

- Petrophysics / Log Analysts under the Petroleum Consulting division of Weatherford, responsible for well data quality assurance for operations across India

#### **Key achievements:**

- Timely executed & delivered the Tapti Daman Field Study to ONGC

## **WEATHERFORD WIRELINE (IRAQ)**

### **General Field Engineer (Eng. In-charge)**

**2008-2011**

One of the Big 4 O&G services companies with fully integrated solutions to Energy Companies

- Providing well services (Wireline - Open & Cased Hole) to energy companies in Iraq
- Focal point for Wireline in Major projects with British Petroleum, Missan Oil Company and South Oil Company

#### **Key achievements:**

- Set up and managed a new office in Iraq (Buzurgan), responsible for all business & operational activity
- Continued promotions from Junior Field Engineer to a General Field Engineer within 3 years
- Achieved Zero LTI for Buzurgan base

## **HALLIBURTON L&P (SAUDI)**

### **Senior Technologist**

**2005-2008**

One of the Big 4 O&G services companies with fully integrated solutions to Energy Companies

- Responsible for Maintenance, Operational check, and Calibration of comprehensive portfolio of downhole equipment & surface equipment

#### **Key achievements:**

- Increased profitability by establishing Standard Operating Procedures for maintenance, operations and calibration of various logging tools
- Successfully trained field engineers to enable safe, reliable & efficient operations

## **PERSONAL INFORMATION**

- Date of Birth - 15th, September, 1983
- Nationality – Indian
- Marital status – Married

## **ACADEMIC DEGREE**

- Year – 2001 - 2005
- Bachelor of Engineering (Instrumentation & Electronics) - Vivekananda Education Society's Institute of Technology (Mumbai University)