

# KARAN GUPTA

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## SEEKING OPPORTUNITIES WITH

An industry leader redefining sustainability and research-driven innovation in the oil, gas and power sectors. Primary areas of strength and interest comprise key Energy sector segments (upstream, gas and downstream) Energy Value Chain and potential exploration of renewable energies.

## EXPERIENCES

**Business Development Manager**  
**Simebest Corporation Sdn Bhd**

**Feb 2014 – Till Date**  
**Kuala Lumpur, Malaysia**

▪ ***Responsibilities Include-***

- Developing business and marketing strategies for Oil & Gas companies, Public and Private sector gas based power plants in the South East Asia region within the business areas of maintenance of industrial and aero derivative gas turbines.
- Supporting quotations, technical proposals, tender reviews and overall contract management. In charge of project execution, sourcing, logistic management, monitor and control the risk, quality and savings for operations.
- Lead and guided a new product & services (like Pilgrim Hydraulic Radial Bolts, Gas Turbine Control System and Services etc.). Further implementing business strategies and sales plan.
- Identified and structure alliance with strategic partners who can support Simebest Corporation in the field of gas turbine field engineering and services.
- Develop marketing collateral like brochures, upgraded website etc. to build and improve the overall corporate image, branding and market awareness of the company in South East Asia.

**Assistant Manager (Business Development)**  
**Corrtech Energy Limited (A Wholly Own Subsidiary of CIPL)**

**Jan 2012 –Jan 2014**  
**Gujarat, India**

▪ ***Responsibilities Include-***

- Providing consulting services to Upstream & Downstream Projects/Refineries and Gas Turbine Based Power Plant (Combine Cycle/Co-generation & Captive Power Plant) and helping company seize opportunities.
  - Relationship networking both within India and overseas clients.
  - Relationship management and after sale services for existing customers.
  - Familiar with the procedural requirement of E-Bidding/Tendering.
- Helped Company to successfully foray into ***defense aerospace (Hindustan Aeronautics Ltd)*** for the manufacture of Aircraft Engine Parts for Sukhoi-30 & Mig-27 Fighter Jet and handling the liaison there after.
- ***Solely handled the company's entry into-***
- Onshore & Offshore platforms (***ONGC Ltd Mumbai High Asset, India***) by providing services/supply of Mark-V control system and gas turbine parts.
  - Sagar Bhushan & Sagar Vijay Mobile Drilling Rig (***ONGC Ltd Drilling Services, India***) by providing remanufactured/repair of generator control modules.

- Helping company to diversify its working not only to maintenance but also to operation & maintenance by getting the company qualified to bid for (O&M Services Gujarat State Petroleum Corporation) for captive power plant for onshore gas terminal on the east coast of Andhra Pradesh, India.
- Currently also working on a clean development mechanism project (integrated solid waste management), which will help meet growing energy demands and alleviate solid waste disposal hazards.
- **Recent business development activity includes:**
  - Gas Turbine Services and Corrosion protection management for above ground structures to South East Asian and South Asian Countries.
- **Freelancing Activities**
  - Appointed as a liaising agent by **Point Engineering, Nigeria** helping them find suitable partners for seizing business opportunities in Exploration & Production (Oil & Gas), Solar, Hydro and Biomass in East Africa.
  - Performed a feasibility study for **Sambhav Energy Limited, India** for setting up Asia's largest biomass based power plant in Gujarat, India.

**Executive (Sales and Marketing)**  
**Corrtech International Private Limited (CIPL)**

**Jun 2011 – Dec 2011**  
**Ahmedabad, Gujarat**

- Developing new marketing strategies and designing & production of marketing collateral. Also played a significant role in making of corporate video.
- Knowledge of Gas Turbine Major Overhaul/Inspection/Hot Gas Path & Combustion Inspection, Uprate and Rotor Overhaul as well as on key aspects of EPC Pipeline, Cathodic Protection solution and Gas Conditioning Skids.
- SAP program comprising rotational assignments on various project management functional disciplines.

## EDUCATION

- **2009-2011**  
MBA, Oil and Gas Management, University of Petroleum & Energy Studies, Dehradun, India.
- **2006-2009**  
BBA, Oil and Gas Marketing, University of Petroleum & Energy Studies, Dehradun, India.

## INTERNSHIPS

**2009-2010**

- 60-day internship comprising Demand Estimation & Tariff Determination for a Dabhol-Bangalore pipeline project at **Gas Authority of India Limited**, New Delhi. Also presented an Expression of Interest for a Bhatinda-Srinagar pipeline project. Received a Letter of Recommendation from GAIL.
- 45-day internship comprising the marketing of XTRA POWER FLEET CARD at **India Oil Corporation Limited**, Jammu. Achieved a high volume of esteemed corporate customers.

## 2007-2008

- 30-day internship comprising the marketing of XTRA POWER FLEET CARD at **Indo Burma Petroleum**, Pune.
- 40-day internship comprising the launch, brand building and marketing of XTRA REWARD CARD at **Indian Oil Corporation Limited**, New Delhi. Achieved highest sales of the card among all trainees and received a Letter of Appreciation from IOCL.

### PROJECTS

- A project with the Indian School of Petroleum on the NON-FUEL OFFERINGS of three national oil companies namely HPCL, BPCL and IOCL.
- Presentation of a feasibility report to Reliance Industries Limited on the opening of Retail Outlets in Uttarakhand. This included a Profitability analysis of the impact of Non-fuel Offerings (NFOs) at retail outlets.

### PROVEN TEAMWORK, COMMUNICATION AND LEADERSHIP SKILLS

- Participation in an entrepreneurship awareness program sponsored by the Ministry of Science & Technology, Government of India, and conducted by the Indian Institute of Entrepreneurship.
- Coordinator of technical and organizational activities for Indian Oil Corporation Limited at the Lubricating Grease Conference organized by the National Lubricating Grease Institute at Mussoorie. Received a Letter of Appreciation.
- Awarded Letter of Appreciation from the President of the Energy Incubation Centre for the highly event management of Inception - the Biggest B-Plan/B-Idea competition held in the state of Uttarakhand. This event was also widely covered in the press by the Times of India.
- Awarded Certificate of Appreciation & Recognition for outstanding contribution to academic and co-curricular activities over the duration of undergraduate studies.

### Summary

A blend of techno-commercial, innovative thinking and result oriented person with considerable experience in Energy, Defence Aerospace, Gas Turbines.

Proven abilities to quickly analyze key business opportunities, drivers and develop strategies to grow the bottom line. Energetic, known for ability to envision and create successful outcomes in complex situation. Diverse professional background-Oil & Gas, Power (Upstream, Downstream Projects, Gas based Power Plants)

Specialties: Broad based area of excellence includes.

- Developing New Business
- Negotiations & Closing deals
- Proposals & Project Management
- Operational & Strategic Planning
- International Business Development
- Forming strategic Alliances
- Growing Revenue & Profit
- Process & Cost optimization
- Managing Budgets and P&Ls
- Customer Relations
- Leading & Developing Team