

SANTANU CHATTOPADHYAY

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Executive Management Profile :Oil & Gas,EPC & Business Development

International working experience with oil & gas companies in India & Nigeria, having additionally worked across China and Dubai; successfully conceptualized and delivered vast network of projects across multiple geographies. Infectiously optimistic and high impact C-level executive, Anchored development and delivery of multi-million dollar, multi-disciplinary projects at corporate level through the stages of FEED, EPC package documentation, technical bid evaluation, detail engineering, approval of submissions, authority approvals, procurement oversight, construction, commissioning. Excellent Cross-functional leader, spearhead all round operations of business spanning engineering, project management, sales & marketing, business development, supply chain, HR, IT, etc..

CORE COMPETENCIES

✦ Business Strategy Planning	✦ Engineering & Project Mgmt	✦ Relationships Management
✦ Business Plan Execution	✦ Contracting & Procurement	✦ Organizational Development
✦ Sales/Business Development	✦ People & Process Management	✦ Team Building and Leadership
✦ Financial Planning & Control		
✦ Operations Planning & Mgmt.	✦ Performance Management	

EXECUTIVE SYNOPSIS

- **Business Purview**
 - ✓ Deliverables of engineering and project management division of Oil & Gas and Renewable Energy segments, to include Cross country pipeline, LPG Retail & Terminal, Auto LPG, Oil Terminal, Lubricants, LNG, Solar and Biomass Plant
 - ✓ Delivered almost **USD 10 Million worth of Mid Size Projects and 200 Million USD worth of mega Projects**
- **Engineering**
 - ✓ **Pre Contract:** Feasibility Studies, Conceptual Engineering, FEED, Value Engineering, EPC Tech Documentation, Invitation to technical bid (ITB), Technical bid evaluation (TBE), Reply to Pre & Post Tender technical Queries of Bidder
 - ✓ **Post Contract:** Detail Engineering, Procurement Engineering, Change Engineering, review/approval engineering submissions
- **Project Management**
 - ✓ Pre-project due diligence e.g. feasibility studies, site selection and land acquisition, statutory approvals, etc.
 - ✓ Design & Engineering, development/negotiation/award of EPC packages as well as vendor packages
 - ✓ Budgeting & execution of projects including planning/scheduling/monitoring/control, selection and ordering of equipment, Stage gate process, permits & approvals, inspection & test plans (ITPs), FAT/SAT
 - ✓ Liaison with Regulatory authorities, coordination with consultants/contractors/vendors, risks & conflicts management, contract administration & claims, construction & commissioning, progress analysis, status reporting, QHSE affairs management, stakeholders' relations management, multi-discipline coordination, takeover protocol, etc.
- **Digital Transformation & Digital Marketing**
 - ✓ Strong orientation in PLC/SCADA based as well as web based remote monitoring for pipelines and Filling stations; Web Server and Mobile App based Remote Monitoring of LPG Stock Receipt Reconciliation thru' customized Software & Ultrasonic Probe
 - ✓ Was directly involved in Social Media campaign for the company in Nigeria
 - ✓ Credit of introducing use of software like StadPro, Orion for structural Design & analysis, Remote Review by Team Viewer
- **Entrepreneurial**
 - ✓ Recognized startup experience including establishing operations, market development, strategic direction and P&L management, with sound financial and legal knowledge
- **Personal Traits**
 - ✓ Situational leadership, team building and people management skills; manage team performance through motivation / coaching / mentoring / problem solving / interpersonal intervention; cross-cultural communicator, empathetic and relationship builder; committed to business goals and objectives with strong top line and bottom line focus
 - ✓ Exceptionally well organized, self motivated, creative, and strong initiative to achieve both personal & corporate goals

EXPERIENCE SUMMARY

General Manager - Projects & Engineering, Retail Marketing & Business Development NIPCO PLC - Lagos, Nigeria 2012 - 2018

The position managed 30 direct reports and reported to MD

(NIPCO PLC is a leading player in the deregulated downstream sector of oil & gas industry in Nigeria, active in storage, distribution & marketing of petroleum products, CNG & LPG. <http://www.nipcoplc.com/>)

Responsible for overall development, engineering and execution of retail & LPG network projects of the company including fuel refill points and LPG skid locations, including entire operations related to the Division (e.g. marketing, business development, commercial, HR, supply chain, etc.)

Key Highlights

- **Saved USD 60000** towards the cost of outsourced consultants/specialists by developing internal detailed engineering team
- **Grew state-of-the-art retail outlets** from the existing 130 to 300 across Nigeria, contributing to revenue growth of 50%
- **Delivered 40+ fully automated outlets**, and **10 new LPG skid plants**
- **Developed customized Design for 5 MT, 10 MT & 20 MT LPG Pressure Vessels and Skid Assembly** and placed orders in China and Turkey. Inspected under production LPG Skids at vendor premises in China
- Redesigned Skid Mounted LPG Tanks with advanced features like UT & Magnetic Gauges and Remote Monitoring, resulting in massive **savings of around 35%** vis-à-vis earlier import
- **Established 5 Big refill points with fuel storage facilities** across Nigeria
- **Masterminded** strategic Highway Branding for revenue generation, translating into 10 stations being the **highest selling stations** in Abuja and Lagos. Overall company grew by more than 400% in white oil and LPG alone during the tenure
- **Improved operational efficiency by 50%** thru' digitization, remote monitoring, and process streamlining
- Reduced supply chain cost by up to 60%, while at the same time improving Delivery and Receipt efficiency
- Efficiently contributed in product development & commercialization, brand development, concept selling, and media coverage

Head - Engineering & Projects | Hindustan Petroleum Corporation Ltd. (HPCL) - India 1989 - 2012

(HPCL is a Global Fortune 500 company and a leading downstream oil & gas company with operations covering refineries, pipelines, lube plants, LPG bottling plants and marketing of a comprehensive range of petroleum products across India with about 21% market share. <http://hindustanpetroleum.com/>)

Key Highlights

- **Outstanding Achiever for exceptional performance** in FY 2008-2009
- Constructed **200+ modern fully automated retail outlets with LPG Facility** across India including **4 mega outlets** in record time
- Implemented **solar lighting** and **vapor recovery system** leading to **cumulative cost savings of 20%** across all outlets
- Implemented **business development initiatives** like hiring out of advertisement billboards in outlet premises and tie-ups with McDonald's & Café Coffee Day, generating revenues of **USD 100,000 per year**.
- **Executed 600 km Visakhapatnam - Secunderabad Cross-country Product Pipeline** project
- **Saved USD 1000 per month** towards hire of external specialists
- Completed the **Chennai Lubricants Plant Augmentation Project** in a record **6 months** and saved **20% in project costs**

CREDENTIALS

Education

- **BE (Mechanical) with minor in Management**, First Class, Jalpaiguri Government Engineering College, West Bengal University of Technology, India, 1988, (<http://jgec.ac.in/>) AICTE approved, accredited by the National Board of Accreditation (NBA)

Professional Development

- **Certified Project Manager**, U21 Global (now GlobalNxt University)
- **Certified Lead Auditor/Internal Auditor for ISO 9001/ISO 14001**
- **Digital Multiplexer Systems** - SDH by Siemens & PDH by CommTel (Nokia)
- **PLC training**, Tata Honeywell, Pune, India
- **SCADA training**, Foxboro & Serck
- **SCADA Applications & Leak Detection Systems**, ESI Hyderabad India
- **Telecommunication EPABX**, BPL, Palakkad India
- **Battery Charger**, Chabbi Electrical, Jalgaon, India

- **Cathodic Protection training**, NACE India, Mumbai, India
- **Conference on Cathodic Protection**, NACE India, Mumbai,

Professional Affiliation

- Member - American Training & Development (ATD)
- Member - Oil Price,OGES, NrgEdge, Zintro Forums & Communities

IT Literacy

- **MS Project, AutoCAD, MS Office Suite**,
- **PLC Software** (Plantscape, Quick Builder, Display Builder, RSview)
- **ERP Software**- JD Williams

- **Seminar on Renewable Energy**
- **Foundation of Business Strategy**, Darden Business School, University of Virginia, USA

- Member - NACE India
- Member - Corrosion Society of India,

- **SCADA Software** (C50,Tools, KP1, Personality, SCX)
- **Telecom Software** (NMS, Access Integrator, DCN Servers, Unigate, MS Office, Lotus SmartSuite, LAN &WAN)

Languages Known: English, Bengali, Hindi ~ **Nationality:** Indian **Date Of Birth:**16.12.1966