**SUMMARY**

* A result oriented professional with 6.5 years of diverse experience in sales, business development, marketing, contracts & sourcing in Oil and Gas industry
* Currently working with Indraprastha Gas Limited (IGL) as Additional Manager – Marketing
* Handling Natural Gas Marketing in Industrial, Commercial and Residential segment
* Possess good knowledge of Natural Gas Sales and Marketing
* Good at problem solving, analysis and providing cost effective short/long term solutions
* Strategic thinker, collaborative and self-directed, possess good communication and interpersonal skills

**ACADEMIC QUALIFICATIONS**

* **Masters of Business Administration** in Petroleum & Energy Management from Rajiv Gandhi Institute of Petroleum Technology (An Institute of National Importance) [**www.rgipt.ac.in**](http://www.rgipt.ac.in)
* **Bachelors of Technology** in Electrical Engineering from Zakir Husain College of Engineering & Technology, Aligarh Muslim University in 2008 [**engg.amu.ac.in**](http://www.engg.amu.ac.in)

## COURSE/CERTIFICATION

* **“Business Analytics – Science of Data Driven Decision Making” at IIM – Bangalore**
* **“Energy Trading and Risk Management” at Energy Biz, New Delhi**

## KEY SKILLS

Oil and Gas Sector Consulting  Sales, Marketing, Business Development Gas Contracts Negotiations and Administration MS Excel-based modeling  Business Analysis  MS Office 

## PROFESSIONAL EXPERIENCE

# **Indraprastha Gas Limited (A JV of Gail India Ltd. & Bharat Petroleum Corporation Ltd.) Apr’13 – Till Date**

**Responsibility Outline: (Additional Manager – Marketing & Commercial)** [**www.iglonline.net**](http://www.iglonline.net)

**Primary Responsibilities**

1. ***Sales and Marketing Activities***

* Sell Natural Gas (NG) to existing / new prospects in **Residential, Commercial** and **Industrial sectors**
* Sign long term **gas sale agreement with Industrial & Commercial** customers
* **Customer acquisition** through creating awareness regarding the usage of Gas in Residential, Industrial and Commercial segments by collaborating with **associations**, **contractors** and **statutory authorities**
* Meet **marketing and sales** objectives by forecasting requirements, preparing an annual budget, analyzing variances and initiating corrective actions
* **Develop** and **execute business plan**, understand the market environment (**prospective customers**)

1. ***Customer and Key Account Management***

* Review **customer profitability reports** from dedicated system and understand **key performance measures**
* Timely **renewal of Gas sales agreement** with Industrial and Commercial segment customers
* Interact with customers **to identify Natural Gas usage** and determine the potential for increasing the sale
* Improve after-sales process – maintain healthy **relationship with customer**
* Coordinating with stakeholders on sales / purchases and building key account plans
* Sustain **rapport with key accounts by making periodic visits**

1. ***New Business development and Inter-departmental activities***

* Look for **new business avenues and conducting feasibility studies** in City Gas Business i.e. Small LNG plants & storage, LCNG dispensing station
* **Provide support to gas network planners to forecast** growth in the NG Distribution sectors
* Provide support to customers regarding Equipment conversion/Internal Pipeline installation etc.
* **Interact with pipeline and project contractors** to ensure coordination of new NG connections
* Explore the potential of Natural Gas in new areas through techno-commercial survey
* **Prepare designs, layouts, proposals and quotations** aimed at increasing value from existing customers
* **Compute and set pricing** for customers in Industrial, Commercial and Residential segment

**Additional Responsibilities**

1. ***Gas (LNG / NG) Sourcing & Contracts Administration***

* Invite RFQs, RFPs, negotiate contractual terms and framework agreements
* **Collate comments** from the various internal functions and correspond with external counterparties as well as **manage the execution of the contracts / agreements**
* **Sign and execute Term Sheet, GSA, Agreements** with upstream suppliers for sourcing of Regasified - LNG
* Look after **short-term to long-term supply agreements** with suppliers in the business domain
* **Resolve** contractual disputes with counterparties, liaising with corporate legal counsels as necessary

1. ***Analysis and submission of MIS reports to Senior Management***

* Take part in viability studies for Natural Gas products and services
* Perform market research and analysis to support **the development of the prime market sectors**
* **Study Natural gas market** to develop methodologies, produce insights, create models for scenarios **based on supply-demand** and present it to Senior Management for review in business decision making
* **Gather and compile** business information and performance data and manage stakeholders effectively

***Achievements****:*

* Devised **segment based pricing strategy vis-à-vis competitive fuels** to ensure sustained volume growth
* Increased **sales volume by 35% y-o-y by short term gas sale** in spite of low alternative fuel prices
* Devised short term gas sale mechanism by capitalizing on fluctuating gas prices through **competitive selling**

# **Tractebel Engineering Private Limited (A GDF Suez company) Aug’12 – Mar’13**

**Responsibility Outline: (Sales Associate)** [**http://www.tractebel-engie.com/**](http://www.tractebel-engie.com/)

* Marketing Natural Gas to Commercial, Residential and Industrial consumers owing to **association of TEPL with IGL** for developing Gas Distribution business
* Involved in **conducting market survey** and natural gas **demand assessment**
* Executed sales volume targets in line with Annual Business Plan
* Assisted in the **development of sales quotas and forecasts** for the team
* **Recommended changes to current sales techniques, procedures based on market research**
* **Identified and developed new business** through networking and courtesy and follow-up calls
* Interacted with **project sub-contractors** to ensure coordination of new NG connections
* Assisted customers following requests for information and proposal requests

# **Computer Sciences Corporation Aug’08 – Aug’10**

**Responsibility Outline: (Analyst)** [**http://www.csc.com/in**](http://www.csc.com/in)

* Worked as an analyst in CSC’s Chemical, Energy and Natural Resources team for the client
* Worked closely with the **sales team on proposals and pitches for business**
* **Prepared and delivered** customer presentations and demonstrations, articulately and confidently
* **Worked closely with customers to understand and capture requirements**
* **Presented proposals** to customers alongside members of the sales team
* **Cold-calling to create interest in products/services, generate new business leads**
* Responsible forClient Interaction, Requirement Analysis, Business process solution

**ACADEMIC PROJECTS**

* **Gas mapping of India** considering competition between **Natural Gas & Alternative Fuels**, Analyzing impact of the likely gas demand on:
  + Consumers whose output pricing remains controlled in the medium term
  + Overall gas demand considering volatile crude oil prices and increasing availability through R-LNG
* **Consumer preference** towards **natural gas** purchase:
  + To determine a relationship between corporate identity and consumer preference of brand of supplier
  + To determine a relationship between quality of fuel and consumer preference of brand of supplier

**PERSONAL INFORMATION**

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| --- | --- |
| **Date of Birth** | **:**  08th Feb’1987 |
| **Nationality** | **:** Indian |
| **Marital Status** | **:** Married |
| **Blood Group** | **:** B+ |
| **Passport Availability** | **:** Yes |