



Tarun Prakash Srivastava

Senior Project Delivery/Digital Strategy & Transformation Executive

Oil & Gas/Petroleum, Chemicals & Petrochemicals, Renewable Fuels & Utilities Industry

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PROFILE SUMMARY

- Career-motivated and technically passionate individual with solid experience of 25 years in Oil and Gas Upstream/Midstream/Downstream Industry, Business Analysis, Digital/ IT applications and solutions development & Delivery within Oil and Gas, Chemicals, Utilities Industry domains with leading National Oil Companies (NOCs), Oilfield Services and IT Product/Service Companies namely, Indian Oil Corporation Ltd, GAIL India Ltd., National Oil Well Varco, Halliburton, Larsen & Toubro Infotech (LTI), IBM Consulting, Infosys Consulting Inc. and Accenture Consulting Services; has led multiple teams of BU Presales & Digital Platform and Solutioning Managers, Business Analysts, Solution Architects, IT and Management Consultants for Oil & Gas, Chemicals, Petrochemicals, Utilities LOBs.
- Expert in developing, deploying and rolling out an Industry 4.0 Digital Use Cases, Products and Petro-technical Platforms for Industrial Sector clients.
- Boasting a proven track record of quickly finding out what is important to a business and of coming up with innovative solutions to any shortcomings.
- Demonstrated ability to collect, clarify and translate business requirements into functional specs documentation and then use that information to contribute to the profitability and efficiency of a business.
- Recognized as a passionate Agile champion who facilitates adherence to The Scrum Guide™ along with the Project Management Team; extensive experience in developing and implementing various Data-Driven-Decision-Making and AI based Machine Learning (ML) solutions.

CORE COMPETENCY AND SKILLS

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| ➤ Consultative Selling | ➤ Digital Technology Consulting, Solutioning & Delivery | ➤ Project Management |
| ➤ Sales & Marketing | ➤ Digital Transformation | ➤ Program Management |
| ➤ Business Development | ➤ IT Consulting | ➤ Change Management |
| ➤ Digital Product Strategy | ➤ Business Analysis | ➤ Lead Generation |
| ➤ Client Account Management | ➤ Market Research | ➤ Revenue Achievement |
| ➤ Product Development, Sales & Marketing | ➤ Business Analytics & Strategy | ➤ Team Management |
| ➤ Strategy & Mgmt. Consulting | ➤ Go-to-Market Strategy | |

CAREER ACCOMPLISHMENTS AND HIGHLIGHTS

- Received numerous certificates of appreciation from IBM Top Management during 2015-20 for knowledge sharing (i.e., conducting oil and gas industry – business/digital strategy and IT enabled transformation webinars), developing innovative thought leadership content, material, and Petroleum/Oil and Gas and Chemicals industry-specific digital technology/IT solutions.
- Generated \$44 million USD worth of business for Halliburton (World's 2nd Biggest Upstream Oilfield Service Provider) from National Oil Companies (NOCs), Integrated, and Private Oil & Gas client accounts in 2010-11.
- Successfully certified by Halliburton (World's 2nd Biggest Upstream Oilfield Service Provider) as Oilfield Frontline Supervisor in Year 2010.
- Awarded certificate of appreciation for outstanding contribution (sales growth) to Infosys Limited India Business in 2014.
- Awarded certificate of appreciation by Larsen & Toubro Infotech's Top Management for presenting a paper on "Data Analytics for Oil & Gas" at BI360 conference held at Larsen and Toubro, Mumbai in 2009.
- Awarded certificates by National Oilwell Varco (World's 4th Biggest Upstream Oilfield Service Provider) for successfully completing training on various Upstream Oilfield Drilling and Well Intervention Tools (i.e., Drill Bits, Drill Bit Hydraulic Optimization, Drilling MOCS, Well Downhole Agitator, E-Tools, etc.) and associated Drilling and Well Engineering Softwares.
- Felicitated with Best Oil and Gas IT Centre of Excellence (CoE) Team Performance Award for the year 2008-09 by Larsen & Toubro Infotech (LTI).
- Successfully completed **Agile Project Management Certification** and certified as **Certified Agile Scrum Master (CSM) by Scrum Alliance in Year 2022 (Certificate ID: 001448374)**.

PROFESSIONAL CERTIFICATIONS

- **Advanced Program in Computer/Software Engineering & Management from Indian Institute of Technology (IIT), Delhi, India with Grade A in 2010 (Ranked 4th amongst top B Schools as per NIRF Ranking of Ministry of Education, Government of India-<https://www.nirfindia.org/Rankings/2024/ManagementRanking.html> & 3rd as per QS World University Rankings 2022).**
- **Certified Agile Scrum Master (CSM) by Scrum Alliance, Certificate ID: 001448374.**

EDUCATION

- 2 Years Full Time Master's in Business Administration (Major: Marketing, Minor: Operations, Elective: Finance) from Indian Institute of Technology (IIT), Roorkee, India in 2001 (Ranked 18th amongst top B Schools as per NIRF Ranking of Ministry of Education, Government of India- <https://www.nirfindia.org/Rankings/2024/ManagementRanking.html> & 10th as per QS World University Rankings 2022).
- 4 Years Full Time B.Tech. in Electrical Engineering from Harcourt Butler Technical University (Erstwhile HBTI, a mother institute for IIT Kanpur), India in 1997 (Ranked 13th amongst top govt. engineering institutes as per Indian Institutional Ranking Framework (IIRF) 2023- <https://iirfranking.com/ranking/top-engineering-colleges-in-india>).

EMPLOYMENT DETAILS

Cognizant Consulting (Management/Digital Technology Consulting Arm of Cognizant Technology Solutions), Noida (New Delhi/NCR), India

Industry Principal (Director) - Oil & Gas, Chemicals, Petrochemicals Industry IT/Digital Consulting Practice | Sep'24 – Till Date

- Responsible for building & developing Oil & Gas, Chemicals, Petrochemicals & Utilities Management/IT/Digital Technology Consulting & Solutioning practice for Cognizant Consulting.
- Participating in Oil & Gas and Chemicals Industry client's digital/IT strategy and transformation agenda involving design and implementation of business/logical operating model comprising various business processes, IT systems, and org structure including RACI matrix through the deployment of industry best practice digital/industry 4.0 technologies including IoT, cloud, analytics, mobility, AI, ML, NLP, automation, AR, VR, blockchain, etc.
- Accountable for developing digital competency jointly with digital technology service lines through the creation of digital use cases, proof of concepts, products & platforms, business models, and Industry Best Practice frameworks in the Oil and Gas, Chemicals and Petrochemicals space.
- Worked as an IT Engagement Partner to **Manage the delivery and implementation of non-functional requirements (NFRs) pertaining to various IT areas such as IT Cybersecurity Management, IT Infrastructure Management, IT Application Development Management, IT Service Management, IT Audits, Governance & Compliance Management and IT Risk Management in coordination with client (SCORE Group Plc) stakeholders, 3rd party vendor (XAIT) and internal IT team to improve client organization IT capabilities such as IT Security, IT Performance, IT Scalability, IT Availability, IT Reliability, IT Maintainability, IT Usability, IT Compliance and IT Interoperability, during new IT Applications/Services Implementation & Deployment, IT Application Integration and IT Application Maintenance and Support projects.**
- Worked as an IT Engagement Partner on a very big and complex IT system integration project to implement and integrate 3rd Party Commercial Off the Shelf (COTS) Procurement and Supply Chain IT application (XAIT's CPQ-Configure Price Quote system), Inspection, Repair and Maintenance Application (eQA-Electronic Quality Assurance system), and Enterprise Application (Microsoft Dynamics 365) for SCORE Group Plc, one of the world's future-focused provider of advanced engineering technology services in the fields of valve and emissions management, gas turbines, surface technologies, energy, defence, aerospace and beyond.

Bilfinger Tebodin Middle East, Abu Dhabi, United Arab Emirates (UAE) (a German Engineering, Consulting, Technology & Management Consulting Major)

Management/IT Consulting, Strategy & Transformation Lead- Oil & Gas, Chemicals, Petrochemicals & Utilities | Oct'23 – Feb'24

- Responsible for building & developing Oil & Gas, Chemicals, Petrochemicals & Utilities Management/IT/Digital Technology Consulting & Solutioning practice for Bilfinger Tebodin Middle East.
- Accountable for developing digital competency through the creation of IT/digital use cases, proof of concepts, platforms, business models, and digital strategy and transformation frameworks in the Oil and Gas, Chemicals & Petrochemicals space.
- Developed a very good and deep understanding of business and information technology (IT) trends, digital transformation drivers, market dynamics, oil and gas client's pain points and business challenges to formulate a Go-to-Market (GTM) strategy comprising digital service offerings and solutions to be pitched to Oil and Gas, Chemicals & Petrochemicals Industry clients to generate business leads and opportunities to grow the business for Bilfinger Tebodin Middle East.
- Worked as a **Program Director** with one of the major Upstream Exploration & Production (E&P) Operators here in UAE to perform **organizational capability maturity assessment and formulate digital strategy and IT enabled transformation roadmap comprising various digital technology/IT initiatives and solutions**, that can help operator improve its Upstream Oil & Gas Exploration, Appraisal, Field Development Planning, Field Development Including Drilling & Completions and Operate and Manage Assets (Production) Capabilities.
- Participating in Oil & Gas and Chemicals Industry client's digital/IT strategy and transformation agenda involving design and implementation of business/logical operating model comprising various business processes, IT systems, and org structure including RACI matrix through the deployment of industry best practice digital/industry 4.0 technologies including IoT, cloud, analytics, mobility, AI, ML, NLP, automation, AR, VR, blockchain, etc.

Infosys Consulting (Management/Digital Technology Consulting Arm of Infosys Ltd.), Gurgaon, India (5th Best Management/Digital Technology Consulting Firm as per Top 50 Consulting Report- <https://www.theconsultingreport.com/the-top-50-consulting-firms-of-2023/>)

Senior Director (Senior Principal), Job Grade 7A – Sales & Delivery- Business/Digital Technology Consulting & Solutioning-Oil & Gas, Chemicals | Jan'22- June'23

- Responsible for building & developing Oil & Gas and Chemicals Business/Digital Technology/IT Consulting practice and capability for Infosys Consulting Inc.
- Accountable for developing digital competency jointly with digital technology service lines through the creation of digital use cases, proof of concepts, platforms, business models, and frameworks in the Oil and Gas and Chemicals space.
- Worked on one of the big bet energy initiatives in the **Environmental, Sustainability and Governance (ESG) space** to do the market research and competitive benchmarking study on available emissions measurement devices and also monitoring, tracking and management softwares.
- Developed a very good understanding of ESG Regulatory bodies and the respective emission standards (i.e. set limit for air pollutants that can be released in the atmosphere during a particular timeframe) by crude oil and natural gas production facility.
- Also conducted market research on unconventional and renewable energy sources such as Bio Diesel, Bio Gas, Sustainable Aviation Fuel (SAF), Hydrogen Gas, Wind Farm, Solar etc. and Carbon Capture & Underground Storage (CCUS) technology to understand their role in reducing the carbon footprint.
- Worked as a **IT Product Owner Cum IT Project Manager Cum Agile Scrum Master Cum IT Business Analyst** for developing and implementing a **IoT Sensor agnostic Greenhouse Gas (GHG) Emissions Management (Scope 1, Scope 2 & Scope 3) SaaS (Software as a Service) MVP (Minimum Viable Product)** for Integrated Oil and Gas Major. **Technologies deployed were IoT, SQL Server MDM platform, Infosys AI platform-NIA, Power-BI (Dashboards), Microsoft Azure Cloud etc.**
- Worked on numerous Oil & Gas and Chemicals Client Account specific opportunities and engagements (such as Downstream Automotive Lubricants Market Mapping and Strategy Formulation and Petroleum Experts- PETEX Suite of Software based Digital Oilfield Solution Implementation and Support for French Multinational Oil and Gas Major, NEOM Saudi Arabia Smart City project involving Transformation Management Office-TMO and Program Management Office-PMO set-up) from Overall Project, Program and Change Management perspective, involving **Infosys Consulting's IMPACT Delivery framework, Organization Change Management Framework and Agile Scrum Project Execution Framework.**
- Fostered a collaborative, inclusive, high performance, innovative and agile culture within the project team.
- Trained and mentored the IT project delivery team on agile values, practices, principles and manifesto.
- Collaborated as a member of governing committee to define and implement workforce policy for energy consulting team.
- Managed Performance Appraisals, Reviews, Career Progression, Development, Growth of Oil and Gas Consulting team resources.
- **Worked on a very big and complex system integration program in Engineering Information Management (EIM), Asset Integrity Management (AIM) and Asset Performance Management (APM) space** for one of the Global Integrated Oil and Gas Majors as **Oil and Gas & Chemicals Industry SME/Business Analyst Cum IT Program Manager Cum IT Product Owner** and led a team comprising of Business Analysts, Solution Architects, Digital Data and Platform Engineers, Microsoft Azure Cloud and Cognitive Experts, Data Mining Experts, Mulesoft API Designers, Network Engineers and Developers etc. This program included numerous system integration projects involving integration of 3rd party OT (Operational Technology) applications such as DigitalTwinIQ, Bentley Asset Lifecycle Information Management (ALIM), Bentley Asset Inspection Data Management System (IDMS), Maintenance Recording & Analysis Tool (MRAT), Asset Anomaly Assessment and Tracking (AAT), Palantir Well Integrity Management System, Pipeline Open Data Standards (PODS) with IT (Information Technology) applications, such as Microsoft Azure Data Lake (ADL), SAP-PM, Microsoft Azure Cognitive SmartSearch, etc. **This entire program was delivered using Agile Scrum project execution framework and Microsoft Azure DevOps (ADO) project management tool to ensure continuous innovation, improvement and operational outcomes.**
- **Developed a very good and deep understanding of industry and technology trends, digital transformation drivers, market dynamics, oil and gas client's pain points and business challenges to formulate a Go-to-Market (GTM) strategy** comprising digital service offerings and solutions to be pitched to Oil and Gas and Chemicals Industry clients to generate business leads and opportunities to grow the business for Infosys Consulting Inc. (Management/Business Consulting arm of Infosys Ltd.).
- Participating in Oil & Gas and Chemicals Industry client's digital strategy and IT enabled transformation agenda involving design and implementation of business/logical operating model comprising various business processes, IT systems, and org structure including RACI matrix through the deployment of industry best practice digital/industry 4.0 technologies including IoT, cloud, analytics, mobility, AI, ML, NLP, automation, AR, VR, blockchain, etc.
- Achieved the IT Products and Services sales revenue target of \$USD 50 million from assigned Oil and Gas & Chemicals Industry client accounts.
- Creating thought leadership content such as Oil and Gas Upstream, Midstream, and Downstream IT Digital PoVs, white papers, and use cases and discussing the same with clients as part of GTM strategy to build sales/opportunity pipeline.
- Managing a team of 20 people including SURE (Services, Utilities, Resources, and Energy-Oil and Gas) business analysts, senior analysts, management, and technology consultants working @ Consultant, Sr Consultant, and Principal Consultant levels.
- Involved in building an Oil & Gas & Chemicals Industry team of management and IT consultants in India by acquiring and recruiting MBA grads and petroleum engineers from Top Tier Indian Business Schools and Petroleum institute such as IIMs, XLRI, ISB, IIT School

of Management, and Indian School of Mines.

- Efficiently developing the Digital and IT Competency of the Oil & Gas & Chemicals business/IT consulting team by delivering training on the role of digital technologies in upstream, midstream, and downstream Oil & Gas operations, Industry best practice process transformation tools, business process management (BPM) reference models, management consulting frameworks and accelerators.
- **Highlight:** Attended various in-house pieces of training on Agile Project Execution Frameworks such as Agile Scrum, SAFe 5 (a framework for Lean Enterprises), and Digital Technologies such as Cloud, Big Data & Analytics, Mobility, Cybersecurity, AI, ML, NLP, Blockchain, AR, VR, Metaverse, etc.

Wipro Limited, Gurgaon, India (15th Best Consulting Firm for IT Operations Consulting as per Vault 2024-

<https://legacy.vault.com/best-companies-to-work-for/consulting/best-firms-in-each-practice-area/it-operations-consulting>)

Partner- Oil & Gas Industry Domain & Consulting, Job Grade D1- Integrated Digital Engineering and Application Services (IDEAS) | Dec'21 – Jan'22

- Responsible for building & developing Oil & Gas and Chemicals Business/Digital Technology/IT Consulting practice and capability for Wipro Technologies.
- Accountable for developing digital competency jointly with digital technology service lines through the creation of digital use cases, proof of concepts, platforms, business models, and frameworks in the Oil and Gas and Chemicals space.
- Worked on upstream and downstream oil and gas industry digital transformation opportunities and engagements associated with Middle Eastern Clients such as Saudi Aramco, SABIC, SATORP etc.

Metadimensions IT Solution Pvt. Ltd. (A Start-up Firm & Subsidiary of Meta Dimensions Inc. US), Noida, India

Director- IT Consulting Services | Mar'21 – Nov'21

- **Was responsible for building the start-up ecosystem and IT consulting capability from scratch.** Actively participated in client's digital strategy and IT enabled business transformation agenda involving design and implementation of business/logical operating model comprising various business processes, IT systems and org structure including RACI matrix through the deployment of industry best practice digital/industry 4.0 technologies including IOT, cloud, analytics, mobility, AI, ML, NLP, automation, AR, VR, blockchain, etc.
- Achieved the annual top-line and bottom-line of \$USD 5 million and \$USD 1 million respectively from assigned Energy & Chemicals client accounts through sales of IT products and Services.

IBM India Pvt Ltd, Gurgaon, India/ Perth, Australia/ Baku, Central & Eastern Europe (a Fortune 500 Energy Consulting Major & 8th Best Energy Management Consulting Firm as per Vault 2023- <https://legacy.vault.com/best-companies-to-work-for/consulting/best-firms-in-each-practice-area/energy-consulting>)

General Manager- Chemicals & Petroleum (Oil & Gas), Job Grade 9 | Jan'15 – Nov'20

- **Led the Digital Products and Platforms team** to develop digital product roadmap/vision/charter/strategy and IT competency jointly with technology service lines through creation of digital products/IT use cases, proof of concepts, digital platforms, business models, and IT frameworks for the Oil and Gas, Chemicals, Petrochemicals Industry Practice.
- **Driven the market research/business and technology trends led client's digital strategy and IT enabled transformation agenda as go-to-market client-facing personnel;** also involved with formulating go-to-market (GTM) strategy and business plan comprising IT service offerings, digital solutions and platforms to be pitched to clients in the Oil and Gas & Chemicals sector.
- **Successfully delivered IT application/product development, deployment and enhancement projects through participation in various product development lifecycle phases as Oil and Gas Industry SME/IT Business Analyst/IT Project Manager/Agile Scrum Master for Oil and Gas client accounts** (i.e. National Oil Companies & Integrated Oil & Gas Majors) such as British Petroleum (BP), TotalEnergies, Kuwait Oil Chemicals Company (KOC), Woodside Energy & State Oil Company of Azerbaijan (SOCAR).
- **Led a team of 300 FTE including Business Analysts, Management and IT (Information Technology) consultants, Solution Architects and Presales and Solutioning folks for delivering Client Account Portfolio of Digital Projects with Annual TCV/Revenue of USD 30 Million.**
- Played the role of Oil and Gas Industry SME cum Practice Advisor to sell and deliver OT and IT solutions.
- Participated as **Digital Product Owner/ IT Project Manager/ IT Business Analyst/ Scrum Master** in various Business/Digital IT Strategy and Transformation Client Pursuits/Engagements involving the design and implementation of logical operating models through the deployment of industry best practice digital technologies including Cloud, Analytics, Mobility, Social, Security, Automation, Artificial Intelligence (AI) Engineering, Augmented Reality (AR), Virtual Reality (VR), Cognitive Computing, Machine Learning (ML), Natural Language Processing (NLP) & Blockchain for Oil & Gas & Chemicals clients namely Kuwait Oil Company (KOC), British Petroleum (BP), State Oil Company of Azerbaijan (SOCAR), Infineum Singapore etc.
- **Played a role of Business Analyst/Oil & Gas Industry SME/Product Owner** to develop digital Proof of Concepts (PoCs)/MVPs

(Minimum Viable Product) and IT solutions jointly with the Technology Service Lines in

- ✓ Downstream Oil & Gas space such as Refinery Advisor (Trade-off Analytics for Crude Oil Procurement and Mitigation Finder for Asset Operational Readiness and Reliability Risk Management), Cognitive Contract Analyzer, Cognitive Company Analyzer, Blockchain as a Service Platform for Oil & Gas Primary Distribution, Health, Safety & Environment (HSE) Solutions such as Safe Site, Safety Inspect, and Health & Safety Insights with IBM Watson AI Platform using IoT-Cognitive-Cloud-Analytics-Mobility-Blockchain Platform as part of GTM strategy.
- ✓ Upstream Oil & Gas space such as Reservoir Analogues Visual Analytics, Well Completions Analyzer for Drilling, Engineering Assistant for New Facilities Construction, Predictive Drilling Analytics Advisor (SAAS on Cloud), Integrated Operations Platform, Enhanced Oil Recovery (EOR) Advisor using IoT-Cognitive-Cloud-Analytics-Mobility Platform as part of GTM strategy.
- Played a role of IT Business Analyst/Oil & Gas Industry SME and created thought leadership content cum IT assets such as point of view (PoVs), use cases, IT frameworks, and accelerators jointly with the IT delivery team on Day in Life of a Refinery Model, Petro-retailing Network Planning & Optimization, Petro-retailing Operational Performance Improvement & Optimization, and Downstream Oil and Gas Application Management Services (AMS) Deal Solutioning Accelerator in the Downstream Oil & Gas space and **Well Work-over Re-engineering & Management for Production Optimization, Well Integrity Management for Production Loss Minimization, Integrated Asset Performance Management including Reservoir Engineering and Management, Drilling Operational Performance Management, and Upstream Oil and Gas IT AMS (Application Management Services) Deal Solutioning Accelerator in the Upstream Oil & Gas space** as part of our GTM (Go-to-Market) strategy to grow the business for Oil & Gas & Chemicals Industry vertical.
- Worked as **Oil and Gas Industry SME Cum IT Business Analyst Cum Project Manager** to develop and implement an **Internal IT Asset/IP called IoT Sensor agnostic Greenhouse Gas (GHG) Emissions Management AI (Artificial Intelligence) SaaS (Software as a Service) Platform (hosted on IBM Cloud Private)** to measure, monitor, track, analyze and reduce the GHG emissions emanating from Upstream, Midstream and Downstream Oil and Gas Facilities. This asset had a functionality to forecast GHG emissions (including CO₂, SO₂, N₂O and CO emissions) for the upcoming period and also proactively predict and avert the scenarios, where there was a possibility for GHG emissions to go beyond the Emissions Standards (i.e. set limits for air pollutants release in the atmosphere within a particular timeframe as per regulatory body), using its AI (Artificial Intelligence), ML (Machine Learning), Natural Language Processing (NLP), Advanced Analytics and Predictive Modeling digital technologies.
- Sold and **delivered numerous client engagements involving digital/IT solutions deployment as IT Business Analyst/Oil & Gas Industry SME/IT Project Manager cum Scrum Master in Downstream as well as Upstream Oil and Gas space such as**
 - Refinery Advisor Solution Implementation for Exxon Mobil US in Downstream Oil & Gas refining space. (Technologies deployed-IBM Watson Explorer & Content Analytics AI Platform, ML and NLP algorithms, IBM FileNet, Sharepoint, Documentum, Shared Drives).
 - AMS Due Diligence Project for Manufacturing & Supply and Marketing & Technology Application Portfolios for Infineum Singapore, Downstream Specialty Chemicals & Lubricant Additives Manufacturer. (Technologies deployed- Downstream Oil & Gas AMS Deal Solutioning Accelerator).
 - Health & Safety Insights with Watson (IBM's AI Platform) on IBM Cloud Private Solution Implementation for Woodside Energy, Australian LNG Oil & Gas Major. (Technologies deployed- IBM Watson AI Platform, ML & NLP algorithms, Work-flow Automation, IBM Cloud Private).
 - Business Process Re-engineering and Integrated Refinery Information System (IRIS) Implementation for Petronas Malaysia RAPID Project and NSRP Vietnam in Downstream Oil & Gas Refining space. (Technologies Deployed- AVEVA Intergraph, Meridium APM, AspenTech-MBO, Orion, PPIMS, XPIMS, OSI-PI, Honeywell PHD, J5 Shift Operations Management System etc.).
 - Speedpass+, Petro-retailing Customer Loyalty Management application deployment on IBM Cloud Private for Exxon Mobil, North America & Canada in Downstream Fuels segment. (Technologies deployed- IoT, Automation, IBM Softlayer Cloud, Mobility, Webdynpro, GPS Geofencing).
 - Digital Upstream Field Activity Management Solution (UFAM) Implementation for State Oil Company of Azerbaijan (SOCAR), Central & Eastern Europe in Upstream Oil & Gas space. (Technologies Deployed- IoT, SAP BW HANA, SAP S4 HANA Modeler, Mobility, SAP UOM, SAP Business Objects (BO)-Business Intelligence (BI), SAP ABAP).
 - Digital Upstream Integrated Operations Excellence (IOX) Solution Implementation for Kuwait Oil Company (KOC) in Upstream Oil & Gas space. (Technologies deployed- IoT, IBM Infosphere Data Staging Platform, IBM Blueworks Live Tool, IBM Websphere BPM Architect Tool, Cognos-BI dashboards, Work-flow Automation).
- Defined Roadmap for Liquefied Natural Gas (LNG) IT Application Portfolio Implementation for BP in Berau, Indonesia in Upstream Oil & Gas space. (Technologies deployed- Upstream Oil & Gas AMS Deal Solutioning Accelerator).
- Developed the Digital Talent/IT Competency of the Oil & Gas & Chemicals business/digital consulting team by delivering training on the role of digital technologies in upstream, midstream, and downstream Oil & Gas operations, process transformation tools, business process management (BPM) reference models, management consulting frameworks and accelerators.

National Oilwell Varco (NOV), Gurgaon, India (a Fortune 500 Oilfield Services Major)

Sales Manager –Upstream Oilfield Drilling & Well Intervention, Down-hole Business Division | Jul'14 – Dec'14

- Managed Sales and Business Development for various Upstream Oil and Gas & Utility client accounts such as Oil & Natural Gas Corporation, Oil India Ltd., Indian Oil Corporation Ltd., Geoenpro Petroleum, Jubilant Oil & Gas, National Thermal Power Corporation, Focus Energy, Jagson International, Quippo, Jindal Oil & Gas Drilling, GAIL India Ltd., Prize Petroleum (Upstream Subsidiary of HPCL) & Bharat Petro Resources (Subsidiary of BPCL). Was also responsible for generating opportunities and business leads in the above client

accounts.

- Utilized Upstream Oilfield subject matter expertise to achieve the assigned annual top-line and bottom-line of INR 10 crores and 2.5 crores respectively from assigned client accounts.
- Designed Go-to-Market Strategy and Business Plan comprising NOV's Oilfield Drilling & Well Engineering/Intervention equipments, IT softwares and tools (i.e. Drill Bits, Agitators, Shock Tools, Fluid Hammer, Down hole Data Recorder, E-Tools, Drilling Multiple Opening Circulation Subs (MOCS) Tool, Drilling Under Reamers, Coiled Tubing Drilling Tool, Coiled Tubing Perforation Tool, Coiled Tubing Fishing Tool, Drill Collars, Drill Pipes, Drill Subs, Drill Bit Hydraulics Optimization Software, Drill String/Bottom-hole Assembly (BHA) Design Software) to be pitched to various assigned Oil & Gas client accounts to grow business in India.

Infosys Consulting Inc., Gurgaon, India (5th Best Management/Digital Technology Consulting Firm as per Top 50 Consulting Report-<https://www.theconsultingreport.com/the-top-50-consulting-firms-of-2023/>)

Associate Vice President (Industry Principal)- Sales & Delivery- Oil & Gas, Chemicals, Petrochemicals, Job Grade 7A | Sep'12 – Jul'14

- Setup Oil & Gas & Chemicals Management/IT/Digital Technology Consulting, Solutioning & Delivery Practice right from scratch for India Business of Infosys Consulting.
- Accountable for sales and business development effort and achieving the annual top-line and bottom-line quota of INR 12 crores and INR 2.4 crores respectively from assigned Energy & Chemicals client accounts such as Reliance Petroleum, Oil & Natural Gas Corporation, Cairn Energy, ONGC Videsh Ltd, Indian Oil Corporation Ltd, Bharat Petroleum Corporation Ltd, Hindustan Petroleum Corporation Ltd., etc.
- Involved in **driving Oil and Gas & Chemicals client's digital/IT strategy and transformation agenda as go-to-market client-facing personnel for India Geography**. Formulated a go-to-market (GTM) strategy comprising IT/Digital service offerings and solutions to be pitched and sold to clients in the Oil & Gas & Chemicals Industry sector.
- Actively managed a team of 15 people including business analysts, senior analysts, management, technology consultants working @ Consultant, Sr Consultant and Principal Consultant levels.
- Developed and enhanced in-house management consulting frameworks and accelerators such as Infosys RS Studio- BPM Reference Model, Balanced Score card, Organization Capability Maturity Assessment Framework, Change Management Framework to define the digital transformation roadmap for IT applications, business use cases and digital engineering initiatives deployment.
- Worked on Upstream Oil and Gas Business Process Maturity Assessment and Benchmarking pursuit for Cairn Energy (Now Vedanta Plc) to **assess the maturity of its existing logical operating model comprising business processes (equipment condition monitoring, laboratory information analysis and management, production upset and loss reporting), IT systems (STARLIMS, ISS Sentinel, ISS Babelfish) and organization structure including RACI matrix**.
- Participated as **IT Business Analyst/Oil & Gas Industry SME/Product Owner/IT Project Manager/Scrum Master in various Digital Strategy and Transformation Client Pursuits/Engagements from delivery standpoint**, involving design and implementation of logical operating models through deployment of industry best practice digital technologies including IOT, Cloud, Analytics, Mobility, Social, Security, Artificial Intelligence (AI), Augmented Reality (AR), Virtual Reality (VR), Cognitive Computing, Machine Learning (ML), Natural Language Processing (NLP) & Blockchain.
- Worked as **Oil & Gas Industry SME and Sr Business Analyst on various Business/Digital Strategies & Transformation, Integrated Refining Operations, and Intelligent/Digital Oilfield pursuits** for various upstream, midstream, and downstream clients namely Reliance Petroleum, Oil & Natural Gas Corporation, Cairn Energy, ONGC Videsh Ltd and Hindustan Petroleum Corporation Ltd.
- Successfully delivered the engagement by working as a **Product Owner/Project Manager on Oil & Gas Integrated Operations/Collaborative Work Environment (CWE) project** of one of its kind titled "Common Managing Process (CMP)- Business Information Framework (BIF) Implementation involving **deployment of BPM and Microsoft Office Sharepoint Suite based Enterprise Content Management (ECM) Tools and also their integration through web service**" in the Oilfield Exploration & Production space with Reliance (An Integrated Oil & Gas Major) Exploration & Production Line of Business. **Technologies deployed were MOSS based ECM Tool, Invensys Skelta BPM (Business Process Management) Work-flow Automation Tool**.
- Instrumental in developing the Digital Competency of Oil & Gas & Chemicals business/digital consulting team by delivering training on the role of digital technologies in upstream, midstream, and downstream Oil & Gas operations, Industry best practice process transformation tools, business process management (BPM) reference models, management consulting frameworks and accelerators.
- Worked as a member (i.e. Disaster Recovery Representative-DRR) of Crisis Management Team for disaster recovery (DR) management, business continuity planning and facility management.

Accenture Consulting, Mumbai/NCR, India (a Fortune 500 Energy Consulting Major & 4th Best Energy Management Consulting Firm as per Vault 2023- <https://legacy.vault.com/best-companies-to-work-for/consulting/best-firms-in-each-practice-area/energy-consulting>)

Principal/Manager- Business & IT Consulting-Energy (Oil & Gas) Upstream, Resources Industry Group | May'11 – Sep'12

- Built **Oil and Gas & Chemicals functional, domain and digital/IT consulting capability from IT functional excellence standpoint** for Accenture Consulting Global Oil and Gas Practice.

- Led a team of 15 Oil and Gas & Chemicals Industry Management/IT Consultants @ Business Analyst, Sr. Business Analyst, Team Lead, and Associate Manager Levels.
- Played a role of Oil & Gas Industry SME/Sr Business Analyst/Project Manager to sell and deliver management consulting and IT solutions/products.
- Curated **Oil and Gas Industry IT use cases and point of views (PoVs)** on RFID enabled downstream retail petroleum product sample tracking and RFID enabled downstream LPG supply chain logistics management in Downstream Oil and Gas space and showcased the same to clients visiting **Oil & Gas IT Global Capability Centre of Excellence (GCCoE)** to generate business leads and grow the business of Oil & Gas & Chemicals Industry Vertical.
- Worked jointly with IT solutioning and delivery team as **Product Owner/Project Manager on development & enhancement of one Digital IP/IT Asset/Product named “Integrated Oilfield Solutions (IOS) framework i.e. Intelligent Oilfield Framework”** by integrating **reservoir management processes (i.e. well testing, well performance monitoring & surveillance, reserves estimation, production forecasting, production optimization) & 3rd party/custom-built software applications such as IPM, Prosper, Mbal, TietoEnator, Wellview, Microsoft Office SharePoint Suite (MOSS), OSI-PI Historian, Rt Webparts, Visual Studio, ASP.Net, C#, SQL Server, PL-SQL, Crystal Reports etc.**
- Helped as Oil & Gas Industry SME/Sr Business Analyst to develop an **internal management/IT consulting framework and accelerator named “BPM Reference Model” for an end-to- end Oil & Gas Value Chain**, which is a kind of industry best practice business process reference model.
- Worked on numerous **Oil and Gas IT Managed Services/ Application Development and Maintenance Support Services Rfp Responses and Proposals as Industry SME/Sr Business Analyst/Project Manager/Program Manager** for Integrated Oil & Gas Majors namely Chevron, British Petroleum, Maersk Oil, British Gas, Inpex.
- Conducted training sessions on upstream, midstream, and downstream value chain for newly joined freshers & passouts from various b schools and petroleum institutes.

Halliburton, Mumbai, India (a Fortune 500 Oilfield Services Major)

Sr. Key Account Rep- Sales & Business Development, Oil & Gas Exploration & Production (E&P) Product Service Lines, India Business | Apr’10 – Apr’11

- Utilized subject matter expertise to help clients understand the functionalities of the company's **Upstream Oilfield E&P IT Landmark suite of software products and applications.**
- Directly managed assigned Oil & Gas Client Accounts to effectively promote & sell the company’s Upstream Oilfield E&P equipments, IT products/software & tools; was responsible for growing the business of all Halliburton product service lines (PSLs).
- Formulated marketing strategy to enhance the visibility and market share of consulting and other product service lines in India.
- Sold and delivered various upstream oilfield equipments and IT software products such as intelligent well completion (Worth \$8 million USD), multilateral completion (Worth \$12 Million USD), managed pressure drilling (Worth \$10 Million USD), drilling mud loss circulation (Worth \$1 Million USD) and fluid resistivity measurement systems (Worth \$200K USD) to Exploration & Production (E&P) oil and gas majors.
- Represented and built Halliburton’s brand in India.
- Managed annual top line as well as bottom line of \$44 million USD and \$9 million USD respectively for assigned upstream Oil and Gas client accounts by selling Upstream Oilfield Products/Equipments and associated IT Software Solutions.

Larsen & Toubro Infotech (LTI), Mumbai, India / Bangkok, Thailand / Dammam, Saudi Arabia (an Indian Multinational IT Services and Consulting Company)

Manager/Global Capability Centre of Excellence (CoE) Lead- Energy (Oil & Gas) and Petrochemicals Strategic Business Unit (SBU) | Dec’07 – Jan’10

- Built Oil and Gas & Chemicals IT Consulting Capability as Global Capability Centre of Excellence (CoE) Leader.
- Directly managed a team of 10 resources comprising petroleum engineers, business analysts, senior business analysts, consultants, senior consultants, software engineers and senior software engineers.
- Fostered a collaborative, inclusive, high performance, innovative and agile culture within the GCC team.
- Developed and managed strong relationships with Partner Ecosystem and various academic institutions to build digital platforms.
- Played the **role of Oil and Gas & Chemicals Industry SME/Sr Business Analyst/Product Owner/Project Manager/Change Management Specialist** to sell, develop and deliver IT software solutions to O&G and Chemicals Industry clients.
- Sold and delivered numerous business/digital strategy and IT enabled business transformation engagements/PoCs in the Downstream Oil & Gas segment such as:
 - Downstream Petro-retailing Network Planning & Optimization for Integrated Oil & Gas Majors (such as Chevron and Indian Oil Corporation Ltd.) through application of BPM Reference Model and various accelerators for industry best-in-class process, system organization structure benchmarking, which involved implementation of financial modeling framework and DCF/ROI method. This solution helped the company identify feasible potential sites for setting-up retail outlets/lubricant dealerships/LPG Distributorships

- selling petroleum products.
- Downstream Petro-retailing Operational Performance Improvement and Optimization for Shell UK (Global Integrated Oil & Gas Major) through application of **BPM Reference Model and various accelerators such as Change Management Framework** for industry best-in-class process, system, organization structure benchmarking, which involved implementation of retail gas station framework deploying various retail outlet operational performance management processes such as:
 - ✓ Fuel management (i.e. physical dip sale reconciliation with meter sales to ascertain product losses/gains and see whether they are within permissible limits or not),
 - ✓ Point of Sales Management (to capture customer sales transaction),
 - ✓ Convenio Store Management (to manage dry product/non-fuel sales),
 - ✓ Asset Management (to manage assets such as product dispensing units, underground product storage tanks, digital tyre inflator, diesel generator installed at retail site),
 - ✓ Loyalty Management (to manage customer transactions made thru fleet cards for bulk HSD buying),
 - ✓ MIS & Reports Management (to manage various retail outlet related MIS and records),
 - ✓ Vehicle Care including vehicle PUC (pollution under control), vehicle wash and vehicle servicing management (to manage various records/information pertaining to vehicles for sending alarms/notifications to respective customers based on historical data such as last visit date, PUC expiry date etc.),
 - ✓ Accounting Management (to manage account receivables and account payables for the retail site). In addition to this some add-on features and functionalities were also provided in this solution for Oil Marketing Company to do sales analysis, sales forecasting analysis, product and density analysis, peak hours of operation analysis, high value customers analysis, convenio store analysis, loyalty management analysis and frequently visiting customers analysis. This overall solution helped client monitor and control all retail outlet activities such as stock management, preventive & predictive maintenance management, product variance due to evaporation loss/storage tank variation to improve operational capability of retail outlet.
- RFID enabled system for Retail Petroleum Product Sample Tracking and its integration with Laboratory Information Management System (LIMS) for Bharat Petroleum Corporation Limited, an Indian Fortune 500 Downstream National Oil Company.
- RFID enabled system for Downstream LPG Supply Chain Logistics Management for Bharat Petroleum Corporation Limited, an Indian Fortune 500 Downstream National Oil Company.
- Played a **role of Industry SME/Sr Business Analyst/Product Owner/Project Manager** to sell and deliver numerous business/digital strategy and transformation engagements in the Upstream Oil & Gas segment such as Reservoir Management, Well Work over Management for Production Optimization, Well Integrity Management for Production Loss Minimization and Offshore Well & Field Services Supply Chain Logistics Management for clients namely Chevron, BP, Saudi Aramco, etc.
- The **scope of these projects included overall Project Management, Project Planning, Staffing Planning, Effort Estimation in FTEs, Identification of Tech & Functional Skills, Resources Mapping with SDLC phases, Risk Management, Quality Assurance, Customer Review Meetings, Change Mgmt, End User Training, Project Performance Metrics Definition and Effective Stakeholder Management.**

Indian Oil Corporation Limited, Mumbai, Jalandhar, Hoshiarpur, India (a Fortune 500 National Oil Company)

Downstream Operations Officer (Refinery/Oil Terminal/LPG Bottling Plant) and Downstream Retail Area Sales Officer (Fuels, Petroleum Products) | Jun'01 – Dec'07

- Successfully worked as Downstream Operations Officer (Oil Terminal/LPG Bottling Plant) to handle oil terminal automation, supply, and distribution management, planning and management of business operations, MIS and reporting, employee training and development and EHS regulatory compliance.
- Undertook following responsibilities as an Operations Officer.
- **Supply & Distribution Management**
 - Handled various activities of supply & distribution (S&D) department such as managing & executing the indents placed by LPG distributorships/retail outlet dealers.
- **Planning & Management of Business Operations**
 - Was an active member of oil terminal operations team during automation of oil terminal and was involved in implementation of various oil terminal automation systems such as tank-truck entry sub system (TTES), load rack computer (LRC), tank-farm management system (TFMS), programmable logic controller (PLC) sub system, product documentation module (PDM), batch controller and meter proving system.
 - Attended supply plan meetings (SPM) to plan monthly dispatches of LPG truck loads/tank-lorries to distributorships.
 - Participated as a member of the haulage contract committee for shortlisting & awarding haulage contract to LPG tank- truck transporters & Bulk LPG tankers transporters.
 - Inventory management such as management of LPG cylinders, regulators, valves, O rings, safety caps at distributorship & LPG bottling plant end.
- **MIS & Reports**
 - Preparing & sending daily activity monitoring report to state office.
 - Sending monthly LPG bottling plant report containing information pertaining to bulk LPG stock in MTs (Metric tonnes), LPG filled cylinders, LPG empty cylinders, regulators, valves, O rings, distributor-wise dispatch of filled/empty cylinders & regulators, number

of serviceable & unserviceable cylinders, manufacturer-wise empty cylinders, regulators, valves & O ring receipt, etc.

➤ **Training & Development**

- Conducting frequent training sessions for plant operators, bulk transporters, LPG tank-truck transporters and LPG distributors & their staff telling them about EHS regulatory aspects.

➤ **EHS Regulatory Compliance**

- Responsible for complying with various EHS regulatory framework, explosives department requirements, etc.
- Fully conversant with national fire protection association (NFPA) codes to tackle with disastrous situations arising out of hazardous product leakage.

➤ Facilitated as Downstream Retail Area Sales Officer (Petroleum Products) to handle entire petroleum product portfolio comprising MS, HSD, Premium Fuels, LPG, Lubricants (Automotive and Industrial grades), Superior Kerosene Oil, Furnace Oil & Light Diesel Oil in the Sales and Marketing division. Handled petroleum products sales and business development portfolio for Maharashtra, Punjab, Haryana and Himachal Pradesh states also well versed with the Compressed Natural Gas (CNG) Sales, Marketing and Retailing aspects besides other petroleum products.

➤ **Undertook following responsibilities as an Area Sales Officer:**

○ **Business Development/Retail Network Expansion**

- ✓ Conducting market survey, trading area analysis & implementing financial modeling tool to find out feasible/potential market locations for retail outlet, stockist auto lubricant, stockist industrial lubricant, LPG (Liquefied Petroleum Gas) and SKO (Superior Kerosene Oil) dealerships

○ **Business Strategy- Formulation & Execution**

- ✓ Formulation of business strategy for development of Retail Outlet/Stockist Auto Lubricant/Stockist Industrial Lubricant/LPG/SKO dealership network on the basis of 4 P's of marketing/BCG matrix/Ansoff's matrix/SWOT analysis/Porter's five forces model/PESTLE analysis, etc.

○ **Sales/Marketing/Operations/Retail Network Management**

- ✓ Assigning Monthly/ Quarterly/ Yearly targets to retail outlet /stockist auto lubricant/ stockist industrial lubricant/ LPG/SKO dealers for sales of Petrol, Diesel, Lubricants (Lubes/Greases/Brake Fluid/Coolant), LPG, SKO & non-fuel items such as Rice/Wheat/Refined oil/Tea/Coffee/Fast Food items through dealerships and reviewing their performance on monthly/quarterly/yearly basis,
- ✓ Performing statutory inspections at retail outlets selling petrol, diesel, premium fuels and SKO to do:
 - Physical stock reconciliation (i.e. recording dip stock, dip sale, meter sale, product gains/losses) for MS, HSD and premium fuels,
 - Product quality and quantity measurement,
 - MIS (i.e. product density register, product sales and stock register, lubricant stock register) and retail selling price verification,
 - Validity verification for statutory documents such as explosives license, weights and measurement seals certification,
 - Display verification for statutory boards (i.e. product pricing and density, product stock, company official's name, address and telephone no to lodge any customer complaints, explosives license, weights and measurement certificate etc.),
 - Physical stock reconciliation for different auto and industrial lubricant grades, greases, brake fluids and coolants,
 - Physical verification of various company's assets (i.e. diesel generator, digital tyre inflator, lighting poles, dispensing units, advertisement hoardings, forecourt display interface, D area etc) installed at site.

➤ Performing statutory inspection at LPG distributorship selling domestic, commercial and industrial cylinders to

- ✓ Reconcile the physical cylinder stock for filled as well as empty domestic, commercial and industrial cylinders in distributor's godown as per the book stock,
- ✓ Record new customer connections and enrolments, TV (Termination Voucher) IN customers, TV (Termination Voucher) OUT customers,
- ✓ Verify the validity for statutory documents such as godown explosives license etc.,
- ✓ Verify whether various statutory boards (i.e. product pricing, product stock, company official's name, address and telephone no to lodge any customer complaints, explosives license etc.) are being properly displayed at LPG distributorship,
- ✓ Check various MIS pertaining to empty cylinder stock, filled cylinder stock, regulators stock and other documents such as equipment return voucher (ERV), weekly remittance receipts (WRR), invoices etc.

➤ Performing statutory inspection at Auto and Industrial Lubricant Satellite Depots, Dealerships to:

- ✓ Reconcile the physical stock for different auto and industrial lubricant grades as per the book stock,
- ✓ Identify the damages to lubricant packs,
- ✓ Figure out sales,
- ✓ Verify whether various statutory boards (i.e. product pricing, product stock, company official's name, address and telephone no to lodge any customer complaints etc) are being properly displayed at Lubricant Dealership,
- ✓ Check various MIS pertaining to different auto and industrial lubricant grades stock, price and invoices.

➤ Promoting bulk sale of industrial lubricant grades (i.e. Hydraulic fluids, Soluble metal cutting lubes, Neat cutting lubes, Metal forming lubes, slide way lubes), speciality lubricant grades (i.e. Quenching oils, Rust preventives, Rubber extender oils, Heat transfer oils), FO (Furnace Oil) & LDO (Light Diesel Oil) in various industries.

- Implementing the below sales promotion schemes to promote sales of various auto and industrial lubricant grades
 - ✓ Giving cash discounts to auto and industrial lubricant dealerships,
 - ✓ Early bird scheme to offer lubes grades to auto and industrial lubricant dealerships at discounted prices,
 - ✓ Tie-up/contractual arrangement with OEMs such as various automobile companies, so that they can recommend customers to use our lubricant grades in their vehicles,
 - ✓ Mechanic meets to spread word of mouth about our lubricant grades,
 - ✓ Organizing lucky draw prizes events to reward loyal customers.
- Training the Retail Outlet/SKO Dealership forecourt staff including retail outlet manager, driveway sales men and the associated staff on various aspects related to retail outlet operational performance management and the various MIS/Records to be maintained at retail site.
- Training the Lubricant Dealers on different lubricant grades stacking, shelf display and various MIS/Records to be maintained at dealership.
- Training the LPG Distributor staff including distributorship manager, delivery sales men, godown keeper on various MIS/Records to be maintained at distributorship, stacking of empty and filled cylinders, physical handling of cylinders, various stationery (i.e. weekly remittance receipts-WRR, equipment return vouchers-ERV, subscription vouchers-SV, blue book) to be maintained.
- **Petro-retailing Automation**
 - Carrying out retail outlet automation with forecourt controller, auto tank gauging (ATG) systems, point of sales(POS) terminal with PIN Pads, PED, BOS (Back office system), Bank agnostic switch, HOS (Head office system) at Retail Outlets selling petroleum & convenio store products.
- **MIS & Reports**
 - Preparing & Sending Monthly Market Intelligence Report covering company-wise industry-wise market share, sales, participation, new commissioning, trading area analysis to Divisional Office & accordingly planning & implementing counter measures,
 - Preparing month-wise product-wise OE (Original estimates) & RE (Revised estimates) of budget based on the product demand forecast for a particular financial year & submitting the same to the divisional office.

GAIL India Ltd., Vijaipur (Guna), India (a Maharatna Natural Gas Utility Major)

Electrical Engineer (Operations & Maintenance), Downstream Oil & Gas LPG Production Plant & Midstream Natural Gas Compressor Station | Jul'97 – Apr'99

- Successfully worked as an Electrical Engineer (Operations & Maintenance), LPG Production Plant & Natural Gas Compressor Station, Energy Midstream and Downstream Utility Segment. Undertook overall operations & maintenance (O&M) of electrical systems installed in LPG (Liquefied Petroleum Gas) production plant and Natural gas compressor station as Shift-In-Charge (Electrical). Undertook several preventive/predictive/breakdown maintenances, such as those of 132KV/6.6KV electrical switchyard (substation), LT/HT motors, control panels, transformers, switch gears, relays, instrument air compressors, cooling water circulation pumps, and gas turbine generators at LPG production plant, and Natural Gas compressor stations. Led and handled a team of around 15 operations and maintenance diploma engineers, technicians, fitters and operators in Downstream Utility segment.

TRAINING

- **Oil & Gas, Oilfield, Manufacturing & Supply Chain Logistics, Retail Industry/Consulting:**
 - Received numerous badges such as Chemicals & Petroleum Industry Insights & Solutions Gold badge and Consulting Profession experienced badge from IBM Top Management in 2020 for Chemicals & Petroleum Industry Thought Leadership and IT Digital Strategy and Consulting related expertise.
 - Awarded certificates by National Oilwell Varco (World's 4th Biggest Oilfield Service Provider) for various Upstream Drilling and Well Intervention Tools (i.e., Drill Bits, Drill Bit Hydraulic Optimization, Drilling MOCS, Well Down hole Agitator, E-Tools etc.) specific trainings in 2014.
 - Awarded certificate by Top Management of Halliburton (World's 2nd Biggest Oilfield Service Provider) for successfully completing "Upstream Oilfield Services Frontline Supervisor" training in 2010.
 - Attended SAP-IS Oil Fast Trak Training covering all modules such as SAP-TSW, SAP-TD, SAP-MAP, SAP TDP, SAP-Silo Mgmt, SAP-TAS, SAP-SSR etc at IBM India Pvt Ltd in 2020.
 - Awarded certificate by OSI Soft, Singapore for successfully completing training on OSI PI IT system in 2008 (during L&T Infotech tenure).
- **Digital Technology/IT:**
 - Trained on IoT Edge Computing, AI, Big Data, Cloud Computing, Cybersecurity in SDLC, Secure SDLC, Metaverse-AR, VR, Platforms-The New Business Model digital technologies by Infosys Consulting Inc. in 2022.
 - Received AI & Automation, Blockchain and Design Thinking Practitioner Badges from IBM for successfully completing various digital technology specific trainings in 2020.
 - Trained on i-Analyst, an Artificial Intelligence (AI) Platform, organized by Indian Institute of Technology (IIT), Mumbai, India in 2008.
- **Project Delivery & Management/Change Management:**
 - Training programs on Agile Project Execution Frameworks- Scrum, Kanban, Lean, Xp, DevOps, SAFe5 for Lean Enterprises, CICD organized by Infosys Consulting Inc in 2022.

- Training program on Change Management Framework and Methodology organized by Infosys Consulting Inc. in 2022
- Training program on Scrum, organized by Larsen & Toubro Infotech (LTI) in 2009.
- Advanced Certification Program in Software Engineering & Project Management conducted by Indian Institute of Technology (IIT), Delhi, India in 2010.
- Completed CSM (Certified Scrum Master) Certification by Scrum Alliance, Certificant ID: 001448374, Certification Active Through 20 November 2024.

➤ **Leadership & Other:**

- Leadership Training Programs on Resilient Leadership, Building Executive Ownership and Changing Unconscious Bias organized by Infosys Consulting Inc in 2022.
- Soft Skills related Training Program called- Articulation Skills organized by Infosys Consulting Inc. in 2022.
- Certificate of Appreciation by L&T Infotech (LTI) for 24th Leadership Journeyman Training Programme held in 2008.