
BUSINESS DEVELOPMENT & MARKETING / LIAISON

PROFESSIONAL SUMMARY

- A result oriented seasoned professional with **12 years+** of cross-functional experience in **Business Development & Marketing, Liaison** in **Oil & Gas Sector**.
- Have very good Business Network with **ONGC, OIL, GAIL, DGH, Cairn, RIL, Schlumberger, Halliburton, Baker Hughes, IOCL, HPCL** and other Oil & Gas operators in India.
- Excellent planning, execution, monitoring and resource balancing skills and the ability to handle multiple simultaneous tasks under high pressure and tight deadlines.
- Established credibility in spearheading Bidding strategies and JV partner identification, with focus on strengthening Market Shares in the entire gamut of E & P Drilling and Oil Field Services segment within India as well as overseas.
- Proven track record of identifying key buying influences in multi-level accounts and developing strategic plans to facilitate long-term business relationships.
- Associated with Deloitte in India driving business development, strategic account management & Go to Market BD Programs.

SKILLS & EXPERTISE

- New business development
- Strategic Account development
- Project / Program Management
- Key Account Management

PROFESSIONAL EXPERIENCES

Deloitte Touche Tohmatsu Services, Inc. (Gurugram, Haryana)	August 2018-November 2019
Associate Director-Business Development	

I work with the Partner to originate New Business & drive Account Management for the **strategic Oil & Gas** clients of Deloitte in India.

Over the period, I have developed strong influencing relationship with senior partners, functional teams and the markets teams in order to get the right resources to serve the client.

Business Development

- Serving as Associate Director Business Development by managing portfolio of large accounts/ conglomerates thus managing key stakeholder relationships and ensuring cross solution interventions.
- Responsible for regional targets, develop and deploy right account and solution strategy.
- Contribution to revenues by applying strategic sales approach to build new business for Deloitte's Consulting (Tech + Non Tech), TAX & Risk management offerings.
- Identify white spaces in the target accounts and initiate client conversations by way of strategic positioning of Deloitte's advisory capabilities.
- Build & leverage personal networks to originate new contacts & new business.

Strategic Account Management

- Engage in the Strategic Account Management by way account planning, meeting follow-up, pipeline development, risk management, proposal and scope of work (SOW) development.
- Educating and communicating cross-Service Line opportunity triggers, market intel to internal stakeholders (Partners, Directors and Practitioners)
- Work closely with pre-sales teams by sharing market inputs to focus on the Deloitte's value proposition, key differentiators, and win themes.
- Participate in key internal and external events and meetings – client meetings, presentations and workshops.

QUIPPO OIL & GAS INFRASTRUCTURE LIMITED
Manager-Business Development

March 2015-July2018

Joined QOGIL in Mar 2015 when there was no business in hand, with significant contribution, constant efforts and business relationship with client, made QOGIL a company having projects worth \$300 Million+ in upstream sector that too when industry was facing a downturn worldwide.

- Liaison with ONGC, OIL, GAIL, DGH, Cairn, RIL, IOCL, Schlumberger, Halliburton and major Oil & Gas companies by visiting their corporate and site offices across the country for new and ongoing business opportunities.
- Actively participating in Pre-Bid, Vendor meet, conferences related to Oil & Gas sector.
- Preparing Tender & Coordinating with all the departments for tender preparation and other tasks related to Business Development.
- Overseeing price evaluation & formulating strategies for price bid on the basis of past project cost experiences & market trends
- Interfacing with the Global Team/Associates/Acquired Partners to pitch business to Oil & Gas clients
- Acting as a part of the Strategic Sales Team focusing on new service development right from generating the business till execution

BRUNEL ENERGY, NEW DELHI
Manager-Business Development (Northern India)

June 2014-Feb 2015

Established Brunel first office in Delhi/NCR and made it profitable in a span of five months

- Responsible for generating business in northern India from oil & gas companies.
- Empanelment with operating, service providers and engineering companies.
- Building new contacts, maintaining the existing, networking with Clients for getting new Businesses, Developing business proposals and making presentations to clients.
- Maintaining excellent professional relations with clients to generate additional business.
- Coordinate with the project teams and maintain the relationship with all the external parties.
- Serve as the interface and contact with headquarters with regard to the technical-economical management of projects, contracts and tenders.
- Liaison with existing clients for business activities related to current business opportunities and projects. Prepared proposals responses documents for all business pursuits.

TEKNOW TRAIN & RESEARCH INDIA PVT LIMITED
Manager - Business Development

June 2013-May 2014

- Liaison with ONGC, OIL, GSPC, Cairn, IOCL, BPCL, HPCL & GAIL officials including other private players of Oil & Gas Industry
- Develop proposals, cost sheets, presentations, concept notes, documents for client meetings and other pursuit materials
- Attend and actively contribute to strategy, status, and follow-up meetings on the business development.
- Develop proposal responses documents for all business pursuits.

SHIV-VANI OIL & GAS EXPLORATION SERVICES LIMITED, NEW DELHI
Senior Executive - Business Development

October' 2010-June 2013

- Explore new business opportunities, developing new potential **business tie-ups** in India, Canada, Russia, Nigeria, China, Dubai & other Countries with successfully getting the **technical collaborations** for projects.
- Preparing different **Business proposals, Tenders** for investing in different parts of the world in EPC & Upstream Sector related to Oil & Gas activities.
- Handling of Pre Bid (Pre Bid Meeting, Pre Qualification and vendors interactions) and Post bid (TQ's, CQ's and vendors & suppliers negotiation) affairs.
- Liaison with ONGC, OIL & GAIL officials
- Recovery of disputed payments

- Handle key accounts as Shell Hazira, IOCL & HPCL
- Supported Business Development team in Identifying, qualifying and pursuing business opportunities through conducting market research and identifying potential clients & Companies.
- Understand the requirements of the clients and map it to the available expertise and skills within the organization.
- Develop proposals, cost sheets, presentations, concept notes, documents for client meetings and other pursuit materials.
- Undertaking competitive analysis and business strategies of the key players in the market.
- Visiting companies, attending industry-meets and Conferences & Seminars to understand the latest know-how & business opportunity.

EDUCATION & PROFESSIONAL CREDENTIALS

MBA (Oil & Gas Management) - 2007, University of Petroleum & Energy Studies

M. SC - (Mathematics) - 2004

B. SC (Physics, Chemistry, Mathematics) - 2002

Throughout First Division

ADDITIONAL INFORMATION

Date of Birth: 07-10-1983

Marital Status: Married

Languages Known: Hindi and English

Reference: "Available on Request"