

Mohit Upadhyay

MBA (Oil-Gas) +Petroleum Engineering with 3.5 years Sales & Business Development Experience

Accomplished, achievement-driven and result oriented Oil-Gas professional interested in working in Business Development & Sales.

Profile Snapshot

- Strong three year background successfully managing Business organization in achieving business Goals.
- Experience in managing Key accounts, Drilling contractor & Service companies for **API 5CT, 7-1, 6A, 16A, 16C, 16D** Products like Seaboard-Wellhead, Downhole tools, Choke and Kill Manifolds, Crossovers, Subs and Savers, Spools, Recertification of Blowout Preventer (BOP).
- Handled sales for Halliburton-worldwide, Baker Hughes, Schlumberger-worldwide, Weatherford, KCA Deutag, Nabors drilling, Eni Saipem- Worldwide, Trinidad Drilling International-SA, Shelf Drilling-Middle East, Parker Drilling-AZ, Ensign Drilling-Australia.
- Youthful yet very mature, willing to learn and grow; Passionate about achieving a challenging position that allows meaningful contribution to business.
- Persistent and self-driven to generate new leads and business opportunities.
- Excellent Computer skills – application of Microsoft Office, Sales Force-CRM, SAP-S/D System.
- Develop, manage and organize all marketing materials and branding.

Professional Experience

1. Weir Solutions, Basra, Iraq

Weir Oil & Gas Services designs and manufactures equipment's for the global upstream and downstream oil and gas markets and provides aftermarket service and support activities.

Designation: Customer Service Engineer/ Key accounts-Oil-Gas Upstream Business

Duration: July 2015- till present

- Responsible for Business development and sales activities.
- Key account manager for Schlumberger, Halliburton, Baker Hughes, Weatherford, KCA Deutag, Nabors drilling.



2. Weir Oil-Gas Services, Dubai, United Arab Emirates

Designation: Customer Service Engineer-Oil Gas Upstream Business

Duration: December 2013- June 2015

- Increased Hit Rate for Enquiry Vs Quote by 15% and enhancing Hit Rate by Value to 34% in first year & achieved 83% sales target.
- Mapped Middle East Market and added 12 new customers to sales account with 700 K USD sales.
- Formulated Strategy for trading companies and rental solutions.

3. Sankalp Engineering & Services. India

Sankalp is focused in Oil & Gas Field Equipments like Casing & Tubing accessories and Drill Stem Components, known as largest Coupling manufacturer in Asia Pacific region.

Designation: Assistant Manager- International Marketing/Business Development

Duration: June 2012 to November 2013

- Asia Pacific Market Research and potential analysis of a Geographic location using various approaches.



- Generated new business leads and promoted API products to get business from Indonesia, Malaysia, Singapore & Thailand.
- Successfully made a tubular accessories contract in Indonesia for sales & distribution and generated 80K USD.

Internships

Company: Haryana City Gas Distribution Ltd.

Duration: 10 weeks



Project Title: Market Potential Estimation For Industrial And Commercial Sector In Gurgaon City & Buisness Model For CNG Potential

Description: This project is focused on Study of Gurgaon city as a energy consumer. Projects included meetings with various industrial & commercial organizations, Information collection and inspire them for switching on PNG. Additively to this project a business model for a specific area of the city has prepared for getting optimum number of CNG station which must place for maintaining daily demand.

Company: National Oil Well Varco SARA India

Duration: 8 weeks



Project Title: Application, Manufacturing & Testing Of Oil Field Equipments

Description: A Technical as well as Managerial Training aimed to get familiar with the all oil field equipments such as Blowout Preventer and Hydraulic Tongs, Tubular accessories; It includes Analysis of Application, Handling, Assembly, Testing, Production Planning and Technical Specification.

Academic Profile

July, 2007- June, 2012

MBA (Upstream Asset Management) & Bachelor of Technology (Applied Petroleum Engineering)

University of Petroleum & Energy Studies, Dehradun, India *accredited Energy institute, UK*

College of Engineering Studies & College of Management Studies CGPA 3.36/4

Projects Undertaken

Dissertation: Drilling and Workover Services & Challenges.

Description: This dissertation report mainly focus on type of various activities including all processes from drilling to Completion work by visiting various Rig Sites of GEECL, Rasson Energy, Shiv-Vani Oil-Gas Exploration services with **ZJ-70D-2000HP Land Rig** / 500 Tons TOP Drive (VARCO) & BOMCO-F-1600 Mud pumps.

Major Project: Hydraulic Fracturing in CBM Wells.

Description: This major project report includes an integrated approach to optimize hydraulic fracture treatments and addresses the associated problems encountered during the hydraulic fracturing process.

Minor Project: Artificial Lift Methods: Progressing Cavity Pumping & SRP System.

Description: This minor Project report includes study of artificial lift methods. As SRP and Progressing Pumping system is used 85% overall methods available. Main objective of project were to have detailed study of Progressing Cavity Pumping System and physical model development.

Academic & Extra Curricular Activities

- ✓ Designed Corporate Presentation, various flyers for each product range for Sankalp Co.
- ✓ Placement Team Head & Co-coordinator for Batch.
- ✓ Achieved Third position in Cricket Tournament held at Inter University level.
- ✓ Organized college LAN Game Event Zero-ping in University Annual Fest Uurja '09.
- ✓ A member of Society of Petroleum Engineers.

Personal Details

Date of Birth : March 28, 1990
Sex : Male
Marital Status : Unmarried
Language Proficiency : English & Hindi
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I hereby declare that all the information stated above is true and complete to the best of my knowledge and belief and nothing has been concealed.

**Mohit Kumar
Upadhyay**