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FALCON ID # 14878

Oilfield Services / Business Development - Product Sales

Residential Country : India Nationality : India  
Resume Title : Business Development Notice Period : 40 Days

## EDUCATION

Qualification	Institute / College /university	Year	Country
Mba/pgdm	University Of Petroleum & Energy Studies, Dehradun	0000	Not Mention

## CAREER SUMMARY

Position	Employer	Country	From Month/ Year	To Month/ Year
Senior Business Analyst	Evalueserve	India	04/2011	03/2013
Analyst (Oil & Gas)	Globaldata,	India	04/2010	04/2011
Executive-Business Development (Oil & Gas)	Birla Technical Services	India	12/2008	04/2010

## ADDITIONAL CERTIFICATE AND TECHNICAL QUALIFICATION

Name Of The Course	Course Date	Valid Upto	Name Of Organisation
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Current Salary (Monthly In Usd): Not Mention Expected Salary (Monthly In Usd): Not Mention

Additional Skills :

Professional Summary

Key Roles

## Confidential

### Client Servicing

Working as Oil & Gas Subject Matter Expert, Business Analyst and Project Lead (Information Management)

Design and benchmarking operational Performance Metrics / KPIs across Oil & Gas business segments – Exploration & Production; Midstream; Refining & Marketing; Petrochemicals; and Oil & Gas Services

Advising on framework for operational and management reports based on Performance Metrics / KPIs

Discussion with clients' chief executives to understand their business and reporting requirements of KPIs

### Industry and Practice Development

Strategic business and market research for identifying new business opportunities in Oil & Gas area

Handling RFPs, proposals writing and follow-up for generated or received business leads

End-to-end bid-process management for Oil & Gas companies. Successful conversion of 2 business proposals on Information Management services to oil refineries

Contribution towards Corporate Social Responsibility activities conducted at PwC

### Knowledge Management and Thought Leadership

Develop knowledge base, information and data for Oil & Gas sector

Prepare and publish Oil & Gas Industry articles, whitepapers and newsletters. Latest article published - 'Business Intelligence in Oil & Gas Industry' in PetroFed

Conduct Oil & Gas industry knowledge sharing sessions with team members

Develop reports and documents on best practices applied during project execution

### Team Management and Project Lead

Project Management - work flow management; resource allocation; quality check of deliverables; handling client queries; managing deliverable feedback; status update on project progress with stake holders (PwC internal and external); tracking on-time project delivery and risk management of cost-overruns

Currently, managing a team of 5 consultants for developing Business Intelligence reports using SAP BI tool at India's largest integrated Oil & Gas firm (private sector)

Extensive participation in Project Management Workshop, Young Leadership Development Program, Effective Business Communication trainings

Coaching, guiding and mentoring the team of consultants and their career growth through appraisals

Managing resource requirements by conducting interviews for consultant positions

Raising invoices to the client for project fees / payments

## Senior Business Analyst(Oil & Gas) – Evalueserve, Gurgaon, India (April 2011-March 2013)

Key Roles: Oil & Gas business and market research team-lead, company and industry profiling (competitor analysis, industry policies, pricing analysis, trend analysis etc.), day-to-day client interaction and brainstorming on project-specific issues, tracking global Oil & Gas sector trends across value chain, writing industry white papers and newsletters

Handling Oil & Gas research projects and consulting assignments for one of the top 4 strategy consulting firms

Data extraction from databases: IHS-Herold, U-Cube (Rystad Energy), Global-Insight, ICIS,

Nexant, Bloomberg, Capital IQ, Factiva, Nexis, OneSource, Zawya, Euromonitor and Profound  
Managing a team of 3 analysts aligned with Energy, Chemicals, Utilities and Mining sectors

Analyst(Oil & Gas) – GlobalData, Hyderabad, India (April 2010-April 2011)

Key Roles: Market research (secondary/primary) on Oil & Gas fields and fiscal policies (Production Sharing Contract, Royalty/Tax system etc.) of various countries (Norway, Middle East countries, the UK, the US, India), summarizing research findings in reports, handling client queries  
Discounted cash flow based economic evaluation with sensitivity analysis of Oil & Gas fields using MS-Excel model  
Leading a team of 5 associates for quality review of deliverables, training and development

Executive-Business Development(Oil & Gas) – Birla Technical Services, New Delhi, India  
(December 2008-April 2010)

Key Roles: Market research and business development of Oil & Gas products, services and technologies; Tender tracking and bid documents development, client database management, industry events participation (Petro-tech, NELP rounds), SWOT and competitive analysis of Oil & Gas companies  
Business opportunity identification and lead generation for a supersonic natural gas treatment technology from Twister BV  
Cost comparison analysis and techno-commercial feasibility study of conventional versus innovative natural gas processing systems

Research Associate – Indian School of Petroleum, New Delhi (May 2008-October 2008)

Conducted secondary market research and developed a reference manual on Petroleum Subsea Pipeline industry  
The study covers – 1) material of construction, 2) types of pipeline, 3) installation, laying and welding techniques, 4) coating techniques and chemicals, 5) divers' role, 6) corrosion identification, monitoring and protection, 7) pigging and repair techniques, 8) global subsea pipeline service companies, 9) economic feasibility, macro-economic, geo-political and geo-technical study

Additional Information :

Profile Summary

Oil & Gas Management Professional with 6.5 years of experience in Consulting, Market Research, Strategic Business Research & Analysis  
In-depth knowledge of Oil & Gas business processes across industry value chain (Upstream, Midstream and Downstream)  
Currently working as Senior Consultant and Oil & Gas Subject Matter Expert with PwC India  
Vast experience in designing and benchmarking of operational performance metrics (KPIs) for Oil & Gas companies

Worked on Market Research and Consulting assignments for one of the top 4 strategy consulting firms

Proficient in research databases – IHS-Herold, U-Cube (Rystad Energy), Global-Insight, ICIS, Nexant, Bloomberg, Capital IQ, Factiva, Nexis, OneSource, Zawya, Euromonitor and Profound  
Expertise in research and analysis of Oil & Gas Fiscal Policies (various countries) and Economic Evaluation of Oil & Gas fields using discounted cash flow method

Worked with multi-cultural global clients from Europe, the US, the Middle East, Asia and Australia  
Excellent client handling, team management and project management skills

Published article on Business Intelligence in Oil & Gas Industry in PetroFed (July-September 2013)

PwC Experience Award by PwC India and Employee Performance Award by Evalueserve

Silver Medallist in MBA-Oil & Gas Management, Gold Medallist in B.Sc. Industrial Chemistry and 1st rank in district in class 12th

Functional expertise in platforms and productivity tools – Think-Cell presentation tool, MS Windows- 98/XP/Vista/7, MS Office Suite 2010 (with advanced Excel)

## Academic Qualification

MBA in Oil & Gas Management (Specialization in Upstream Asset Management), University of Petroleum & Energy Studies, Dehradun, India (2006-2008)

B.Sc. (Honors) in Industrial Chemistry, Aligarh Muslim University, Aligarh (2003-2006)

## Award and Achievements

PwC Experience Award for demonstrating Core Values and exhibiting Experience Behaviours, 2014

Employee Performance Award, Evalueserve for Excellent Performance and Client Delight, 2011-2012

Silver Medal, MBA Oil & Gas Management (Specialization-Upstream), 2006-2008

Gold Medal, B.Sc. (Honours) Industrial Chemistry, 2003-2006

1st rank in district, class 12th, 2001 (Premlata Memorial Prize, Bharat Vikas Parishad, Aligarh 'Shivam')

Certified member of Computer Hardware Hobbies Workshop, Aligarh Muslim University, 2005-2006

## Publication, Internship and Dissertation

Business Intelligence in Oil & Gas Industry, PetroFed (The Journal of Petroleum Federation of India), Volume-12, (Issue-3 July-September 2013)

India: Emerging as an Excellent Investment Destination in Oil & Gas World (Upstream), University of Petroleum & Energy Studies, Dehradun (January 2008-June 2008)

Knowledge Management on Petrochemicals in India, Deloitte Touche Tohmatsu India Pvt. Ltd., New Delhi (June 2007-August 2007)

Industrially Approbative Desulfurization Process of Diesel Oil, Aligarh Muslim University, Aligarh (July 2005-June 2006)

Protein Estimation by Kjeldahl Method in Raw Milk, Curdled Milk and Silo Milk, Heinz India Ltd., Manzargarhi, Aligarh (June 2005)