



Amitabh Srivastava

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Summary

Dynamic and impact-oriented professional with 8+ years of global experience in managing multimillion-dollar shipping projects across maritime logistics and tech-enabled B2B startups. Adept at cross-functional execution, stakeholder management, and strategic problem-solving across asset-heavy environments.

Professional Experience

Manager - Sourcing | Shippkart | Noida, India

- Led an 8-member procurement team across Noida and Mumbai, developing a centralized sourcing strategy that reduced turnaround time by 20% for 3,000+ weekly marine product requests.
- Built and managed a pricing database of 10,000+ marine products by integrating real-time vendor data, enhancing price transparency and enabling direct B2B ordering via the live platform.
- Successfully negotiated Annual Rate Contracts (ARCs) for 5,000+ marine items, optimizing vendor selection to reduce sourcing costs by 18% while maintaining supplier relationships across domestic and international markets.
- Spearheaded end-to-end delivery of a ₹8.5 million domestic order within the first 3 months of setting up the Sourcing Division, establishing early delivery credibility.
- Led end-to-end sourcing and delivery of 500+ marine products worth USD 120,000 for a Qatar-based client within 14 days, coordinating with logistics and operations teams and achieving 25% cost savings through strategic vendor negotiations.
- Successfully onboarded 200+ suppliers and OEMs through a structured evaluation framework, ensuring consistent quality, availability, and competitive pricing while enhancing supply chain continuity and vendor performance monitoring.
- Designed SOPs and team KPIs from scratch for the newly established Sourcing Department, leading performance reviews to improve team efficiency and streamlining procurement workflows and vendor management practices.

Assistant Manager | MMS Ship Management | Gurugram, India

- Successfully led the QHSE team in the new delivery of a 110,000 DWT crude oil tanker (~USD 65M) in Yokosuka, Japan, ensuring a zero-deficiency inspection and achieving USD 35,000 in cost savings from the vessel budget.
- Performed safety audits onboard 15+ ships for international regulatory compliance, including intergroup audits, while collaborating with global regulatory authorities to facilitate external audits and resolve deficiencies.
- Developed and vetted standard operating procedures (SOPs) across the fleet, mitigating errors leading to downtime and injury to fleet personnel onboard, leading to USD 50,000+ of opportunity costs.
- Led the QHSE team in incident investigations, performing root cause analyses, recommending corrective actions, and ensuring findings were effectively shared across the fleet, clients, and shore-based teams.
- Led internal and external audit planning, preparing reports, and circulating fleetwide safety alerts and circulars to enhance compliance awareness.
- Researched, planned, and implemented new industry regulations across the fleet, maintaining compliance and achieving zero regulatory violations while upholding fleet standards.

Operations Manager | Maersk Tankers (Synergy Denmark A/S) | Copenhagen, Denmark

- Helmed 2 major M&R projects of ship's power plants (~USD 45M each) at Istanbul Drydocks, leading 200+ contract workers and coordinating with OEMs; completed 20% ahead of schedule and reduced carbon emissions by 9%.
- Averted a major crisis onboard an oil tanker by swiftly resolving a generator failure in the English Channel within 2 hours, preventing pollution, collision, potential loss of life, and USD 5M in revenue and claim-related losses.
- Optimized fuel consumption processes, achieving a 12% reduction, saving USD 400,000 annually, and contributing to a 10% CO₂ reduction with a Carbon Intensity Indicator rating of 'A'.
- Led cross-cultural teams of 12+ crew members from over 15 nationalities, fostering teamwork and adaptability under high-pressure conditions.
- Led a project to change over fuel from 3.5% to 0.5% sulfur content, ensuring compliance with IMO 2020 regulatory norms and lowering environmental emissions.
- Facilitated international transportation of vegetable oil, petrochemicals, and specialty chemicals to over 45 ports, managing consignments valued up to USD 50M per voyage with precision across regulatory and environmental standards.
- Reduced voyage costs by 3% and saved USD 3,000/day by minimizing idle time, refining turnaround efficiency, and optimizing voyage planning.
- Analyzed operational data from 10+ systems over 5 years to predict early failure of drive belts, reducing downtime and increasing equipment reliability.
- Conducted hypothesis testing on fuel injector fouling in diesel engines, implemented new maintenance schedules resulting in a 50% drop in fouling and a 2.6% boost in fuel efficiency.
- Installed IoT sensors and launched a digital twin of ship's machinery for real-time vibration monitoring, predictive maintenance, and automated switching to cut downtime and delay-related losses up to USD 60,000.

- Used regression analysis to fine-tune electronic engine settings by accounting for environmental factors, preventing critical operational errors.
- Optimized spares inventory levels and reorder thresholds using failure trend analysis, improving cash flow and reducing carrying costs.
- Pioneered predictive maintenance using AI/ML on IoT datasets, reducing downtime by 27% and delivering USD 3.8M in annual savings.
- Efficiently utilized workforce management SAP tools to monitor work/rest hour compliance and task distribution.
- Mentored 7+ interns from multiple nationalities, instilling safety, operational discipline, and best practices onboard tanker ships.

Operations and Maintenance Engineer | Maersk Tankers | Copenhagen, Denmark

- Utilized job hazard analysis, heat maps, and risk management to carry out incident-free operations and dry dock projects using work breakdown structures.
- Developed and vetted SOPs to reduce procedural errors and incidents, mitigating opportunity costs of up to USD 50,000.
- Optimized machinery scheduling and implemented load-shedding practices, driving down daily operational costs to 35–45% of the budgeted USD 9,000/day.
- Carried out 40+ international port bunkering operations (HFO, MGO, Lube oils), including ship-to-ship fuel transfers.
- Contributed to successful client audits, achieving zero non-conformities and enhancing the commercial credibility of the fleet by USD 25,000+.
- Achieved 17% cost savings through global procurement of critical spares and bulk chemicals worth up to USD 150,000 annually.
- Championed change management and retrofit projects across machinery, ensuring compliance with updated manufacturer specifications and safe operations.
- Streamlined asset lifecycle tracking and work order systems, reducing unplanned downtime by 12% via improved scheduling and inventory visibility.
- Rectified chronic faults on diesel generator and boiler systems, cutting machinery daily operating costs by 7%.

Education

B. Tech (Marine Engineering) – Birla Institute of Technology and Science, Pilani | India

Accomplishments

- Selected from a pool of 60+ engineer officers to represent the ship's crew during two third-party periodic dry dock repairs at Istanbul's Besiktas Shipyard (USD 5 million budget); promoted after the first dry dock for performance excellence.
- Received two rank promotions during tenure at Maersk Tankers. First in 2017, from Engine Cadet to Operations Engineer, and second in 2020, from Operations Engineer to Operations Manager.
- Promoted to the rank of Fourth Engineer Officer by the Ministry of Shipping, India, in a period of 8 months against an industry average of over 1 years upon clearing the government-mandated exams.
- Led a 5-member emergency response team to repair a large 4-stroke engine in two-thirds of the industry average time, saving \$100K in opportunity costs; recognized personally by the Technical Superintendent for operational excellence.
- Awarded a merit entry scholarship for securing 25th rank in the undergraduate entrance exam.

Certifications

Lean Six Sigma Green Belt, KPMG

Agile Project Management, Google

Foundations of Project Management, Google

Internal Auditor ISO 9001:2015 (Quality), ISO 14001:2015 (Environment), and ISO 45001:2018 (Health and Safety) Management System (QEHS), A-Mark

Extra-Curriculars

- Elected Committee Member for the International Immersion Program at IIMA, facilitating IIP school selection and travel arrangement for 157 students.
- Appointed as Chief Editor of MMS Ship Management's in-house magazine "Earthian" and successfully published five editions during tenure, overseeing content creation, editing, and publication processes.
- Appointed as the Batch Representative in the first year of undergraduate college by Indian Navy veterans, responsible for maintaining batch decorum and managing student affairs for over 300 students.
- Captain of the college cricket team at the National-level Inter-Maritime Institutes Sports Meet and led team preparation and on-field execution.
- Selected from a pool of 1200 players to represent India at the U-17 International School Cricket Premier League.
- Captain of IIM Ahmedabad's snooker team for AY 2025-26, responsible for team selection and representing the institute at various intercollegiate tournaments.