



# Mayank Doda

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## Summary

Results-driven professional with expertise in business development, sales and operations. IIT graduate with a strong track record in delivering growth, process excellence, and cross-functional leadership.

## Professional Experience

### Manager – City Gas Distribution | Indian Oil Corporation Limited | Noida

- Spearheaded I&C sales strategy, pricing models, and performance tracking to drive revenue and market share growth.
- Contributed to CGD policy formulation, M&A evaluations, and strategic approvals shaping the sector's future landscape.
- Lead cross-functional efforts in internal audits, compliance responses, and stakeholder coordination.
- Drove talent development through training programs, HR planning, and digital learning initiatives.

### Manager – Business Development | IndianOil-Adani Gas Pvt. Ltd. | Bulandshahr

- Built B2B and B2C businesses from the ground up; achieved monthly revenue of ₹13 crore.
- Spearheaded market surveys and awareness campaigns, enabling first customer acquisition immediately after project commissioning.
- Led a 10-member team to achieve 10,000+ domestic connections under tight timelines.
- Managed gas sourcing and supply planning to ensure optimal alignment of supply and demand.
- Liaised with regulators to expedite approvals and enable faster revenue realization.
- Secured ₹157 crore long-term business by offering a strategic value proposition amid pricing pressure.
- Developed and executed Bulandshahr GA's business plan, budgeting, and performance targets.

### Assistant Manager-Institutional Sales | Indian Oil Corporation Limited | Agra

- Increased IOCL's market share in territory from 71.3% to 92.4% by leveraging market intelligence and customer insights.
- Grew annual sales volume by 52% by expanding customer base from 127 to 209 and increasing product offerings from 4 to 9.
- Secured a ₹442 crore long-term deal with a high-volume customer who hadn't sourced from IndianOil in 7 years.
- Consistently exceeded sales targets by 10%+ and revived 7 nil-selling consumer pumps while strategically exiting 6 non-performing ones.
- Enhanced customer engagement through CRM digitization, reducing lead time and improving conversion rates by 50%.
- Developed data-driven sales dashboards, enabling 10% improvement in team performance through better decision-making.

### Operations Officer – Operations | Indian Oil Corporation Limited | New Delhi

- Supervised commissioning and daily operations of a new POL terminal; optimized loading operations, increasing throughput by 56%.
- Coordinated supply of 43+ million litres/month to 650+ customers, reducing delivery delays by 35%.
- Implemented automated systems across 25 terminal functions, improving efficiency and reducing manual errors.
- Managed a 24/7 control room using SCADA, ensuring 99.9% system availability and proactive fault resolution.

## Education

Bachelor of Technology, Mechanical Engineering – *Indian Institute of Technology* | Roorkee

## Accomplishments

- Winner of Xhilation, Cognizance 2011 – Technical Competition organized by IIT Roorkee.
- Best Sales Officer recognition from IndianOil for achieving highest diesel volume growth during special campaign in Mar'19.

## Certifications

NISM Series V-A

## Extra-Curriculars

- Client Acquisition Cell Head **2025-26** for Forum for Industry Interaction (FII) Club, IIM Ahmedabad
- Captain – BAJA SAE Club, IIT Roorkee (2012–2013). Led a 25-member team for ATV design; won ₹40,000 for 2nd rank in CAE Design at BAJA SAE 2013.