



Nidhi Goel

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Summary

Results-driven professional with 13+ years of experience in operations, project management, and strategic procurement in the energy industry. Skilled in process optimization, cost efficiency, cross-functional team leadership, and driving sustainable, innovative solutions.

Professional Experience

Senior Manager, Engineering | IOCL | Delhi and Haryana State Office Jun 2023–Mar 2025

- Contributed as a core team member to the expansion and modernization of infrastructure across 2,150 retail outlets, achieving highest-ever capital expenditure of ₹312.35 Cr (171.79% of MOU Target) in FY 2023–24.
- Pioneered the first-ever IGBC platinum certification of four retail outlets among all OMCs, achieving 12–15% reduction in water and energy consumption; currently expanding this initiative to 19 more sites.
- Managed contracts worth ₹131.46 Cr, ensuring compliance, transparency, and cost efficiency across project lifecycles.

Manager, Regional Contract Cell | IOCL | Northern Region May2019–May2023

- Led a team of six cross-functional members to execute contracts worth ₹267.40 crore annually, ensuring precision, transparency, and strict adherence to CVC guidelines.
- Streamlined contract management using Lean and Kaizen, achieving 22% faster turnaround and 16% productivity gain per employee.
- Expanded the supplier base by 47% through strategic collaboration with the Ministry of Small & Medium Enterprises.
- Pioneered the digitization of tender processing, transitioning from paper-based workflows to a secure digital approval platform during the COVID-19 pandemic.
- Ranked among top 30 ideas at IOCL's Innovest Ideation Festival (9,000+ entries) for streamlining tendering processes.'

LPG Engineering and Auto LPG Officer | IOCL | Delhi and Haryana Apr 2015–Apr 2019

- Monitored sales performance and conducted periodic site audits, driving operational efficiency, HSE compliance, and customer service standards at all ALDS sites of Delhi and Haryana.
- Increased Auto LPG sales threefold in Haryana by launching targeted promotional campaigns and leveraging competitive advantages.
- Evaluated and implemented capital projects of around ₹17.80 crore/year to modernize four bottling plants, ensuring operational feasibility and safety compliance.

Maintenance Incharge | IOCL | Karnal LPG Bottling plant Dec 2011 –Mar 2015

- Implemented strategies that resulted in a ~23% increase in production capacity.
- Improved the plant's maintenance index from 92 to 97 through systematic maintenance practices.
- Supervised preventive and breakdown maintenance with an annual revenue expenditure of ₹1 Cr and executed capital projects worth ₹3.25 Cr annually.
- Initiated process optimizations, such as proposing automation for tare weight detection, enhancing operational efficiency

Education

MBA (PGPX) – Indian Institute of Management, Ahmedabad | India 2025 – 2026

Bachelor of Engineering (Instrumentation and Control)– NSIT Delhi | India 2007 – 2011

Accomplishments

- Promoted for Excellent performance, 2011-25- Earned three fast-track promotions (Officer to Senior Manager) within four years -the minimum at IOCL for outstanding results and leadership
- GMAT: 99th percentile

Extra-Curriculars

- Served as WIPS Coordinator, driving policy changes for enhanced gender inclusivity, including childcare support, travel safety measures, and awareness programs for women employees across the region
 - Best Female Athlete, Panipat Refinery Athletics Meet (2015).
 - Represented Northern Region in long jump (2022) and badminton (2024) at Corporate Games; won multiple accolades in badminton at IndianOil Inter-region Sports Meets
 - Lead Shree Prasadam, a community kitchen serving 250–300 underprivileged individuals daily, recognized for social impact.
 - Volunteered with NGOs Gram Jyoti Sansthan and Deepalaya, contributing to public health and vocational training
- Writing
- Recognized as a subject matter expert on engineering modules for Swadhyaya, IndianOil's e-learning platform, creating top-rated content.