



# Rishabh Murarka

E-Mail: [x25rishabh@iima.ac.in](mailto:x25rishabh@iima.ac.in) Mobile: +91 7251056960 LinkedIn: [www.linkedin.com/in/rishabh-murarka](https://www.linkedin.com/in/rishabh-murarka)

## Summary

Multidomain business leader with 7+ years of cross-functional experience across international oil & gas EPC project execution and scaling a ₹120 Cr+ retail and distribution enterprise. Proven expertise in project management, P&L leadership, and business development, with end-to-end insight across finance, operations, and strategic business growth.

## Professional Experience

### Director | Murarka Group of Companies | Sitapur, Uttar Pradesh, India

(Multi-vertical distribution and retail firm spanning agri-inputs, fuel, lubricants, and automobiles)

- As Head – Accounts & Finance (Group Level), led a 7-member finance team overseeing daily bookkeeping, tax compliance, and balance sheet preparation. Digitized and automated legacy financial systems, reducing debtor days by 30% and minimizing losses due to stock pilferage. Restructured group debt and formed a 5-person credit recovery team that recovered 30% of COVID-era dues, significantly enhancing liquidity and cash flow.
- As Operations Lead – Fuel Station, managed a 9-member team and oversaw end-to-end station operations while liaising with HPCL on business strategy. Secured ₹30 lakh in funding through a national sales contest to modernize a 40-year-old station. Doubled sales and improved customer satisfaction through better service quality and infrastructure upgrades.
- As Business Development Manager – Agri-inputs Division, led a 20-member sales team to onboard 400+ new dealers and expand the rural retail network. Successfully executed interstate expansion, with out-of-state business now contributing 30% of divisional revenue. Launched a private-label pesticide brand that achieved ₹1 Cr+ in sales in its first year, contributing to a 200% increase in divisional revenue, from ₹32 Cr to ₹95 Cr+ in three years.
- Drove 100% group revenue growth, from ₹60 Cr to ₹120 Cr+ within three years - by improving financial discipline, operational efficiency, and commercial decision-making across verticals.

### Assistant Manager | L&T Energy Hydrocarbon | Mumbai, India & Al-Khobar, Saudi Arabia

(Engineering, procurement, and construction (EPC) services major in the oil and gas sector)

- At L&T's Mumbai HQ, analysed offshore operations data from Saudi Aramco's Hasbah Field to optimize project schedules for three EPC bids, directly contributing to L&T winning two contracts worth over \$200M.
- At the Hasbah Gas Field (Persian Gulf, Saudi Arabia), coordinated subcontractor piping teams across six offshore platforms, reducing execution time from 45 to under 30 days by the sixth platform through consistent planning and field coordination.
- Appointed Offshore Operations Lead at the Hasbah Field; led a 30-member multinational crew and managed three sea vessels, completing final operations 3 days ahead of schedule and saving \$200K in offshore costs.

### Executive Engineer | L&T Energy Hydrocarbon | Sohar, Sultanate of Oman

(Engineering, procurement, and construction (EPC) services major in the oil and gas sector)

- At Sohar Fabrication Yard (Oman), partnered with Subsea7 to define the scope and schedule for a \$394M offshore package within the \$1.2B Hasbah-II project; oversaw planning and deployment of manpower, materials, and service contracts.
- Oversaw structural readiness of 8 offshore platforms, ensuring <1% carryover from fabrication yard to offshore.
- Initiated and implemented an online database at Sohar Yard to digitize pre-commissioning test tracking, reducing reporting delays caused by manual documentation and improving interdepartmental coordination.

## Education

BTECH (Applied Petroleum Engineering) – *University of Petroleum & Energy Studies, Dehradun | India*

## Accomplishments and Awards

- Sales Awards: Adama Directors Club Award (2024), the Matix Fertilizers Outstanding Sales Performance Award (2024), and the Atul Mahabali Sales Award (2024)
- Atma Nirbhar Promotion among Rural Women, Youth & Farmers Award by the Uttar Pradesh State Government for advancing rural self-reliance
- ICN International Rural Entrepreneurship Mission - Awarded by a local press association for guiding farmers in cultivating bananas and capsicum using polyhouse techniques
- Best Go Green Group - Awarded by the Sitapur Round Table for promoting biofertilizers and biopesticides to enhance environmental sustainability
- Awarded an INR 1.2 Lakh merit scholarship in undergraduate

## Co/Extra-curricular

- Founder, Farmer Outreach Program, Murarka Group – Promoted sustainable pesticide use to 5,000+ farmers; cut input costs by 20% and increased yields by 10-20%/acre. Awarded by the Uttar Pradesh State Government for advancing rural self-reliance and entrepreneurship.
- Financial Literacy Advocate – IRDAI-licensed insurance advisor; guided 300+ underserved individuals on affordable insurance and government saving schemes. Helped local businesses save ₹3.1 lakh via tax planning.
- Founder, Lazy Monies Discord Channel (45 members) – Curated equity and crypto investment discussions among early-stage investors.
- Student Leadership – Deputy Head, I.T. Committee – UPES Petrotech Chapter; Publicity Committee Member – UPES SPE Student Chapter
- Winner: Elemento (Technical paper presentation, 25+ speakers) & Sell-Oleum (Budgeting game, 40+ participants)
- Runner-up: Intra-university Football Tournament
- Himalayan Trekker (Spiti Valley, Kashmir Great Lakes, and other high-altitude treks)