



Chandrakant Nimesh

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Summary

Strategic manager with 10+ years' experience in Sales, Digital Transformation, Project Management and Operations in the Oil & Gas sector. Delivered ₹55 Cr+ projects, achieved 53.7% market leadership in LPG sales, and drove 27% YoY growth in conversions. Spearheaded enterprise-wide digital initiatives (data lake, drones, RFID, track & trace) delivering ₹2.3 Cr cost savings, 70% pilferage reduction, and CXO-level decision agility. Recognized with HPCL's Outstanding Achievement Award (Top 0.5% of 9,000 officers) for business impact and leadership excellence.

Professional Experience

Area Sales Manager | Hindustan Petroleum Corporation Limited | Satara

- Led LPG sales across 2 districts, coordinating distributors and campaigns to achieve **4.9% growth and 53.7% market share**
- Designed and executed targeted conversion drives, delivering **27.2% YoY growth in DBCs, 56% above AOP**
- Rolled out localized marketing initiatives, strengthening **brand visibility and distributor engagement**.
- Segmented low-consumption users and converted them to DBCs (Doubled bottled connections), boosting **customer retention and repeat sales**

Manager-Digital Initiatives | Hindustan Petroleum Corporation Limited | Office of Director Marketing- Marketing HQO Mumbai

- Built and deployed the Connected Enterprise Data Lake, enabling **real-time CXO dashboards across 7 verticals**.
- Integrated multiple OT/IT systems via ETL pipelines, improving **reporting efficiency by 60%+**
- Piloted India's first drone-based pipeline surveillance system, reducing **inspection costs by ₹1.2 Cr/year** and improving detection response by **40%**
- Rolled out RFID-based asset tracking at 10,000 stations, cutting **stock mismatches** and ensuring **real-time visibility**
- Implemented Lubricants Track & Trace system, reducing **counterfeiting** and protecting **₹200 Cr+ brand value**.
- Onboarded Tech Mahindra for data lake implementation, ensuring **strategic fit and cost optimization**
- Authored AI/ML and blockchain concept papers, shaping **HPCL's digital technology roadmap**

Assistant Manager-Operations and Projects | Hindustan Petroleum Corporation Limited | Pipeline SBU

- Directed 7 concurrent projects worth ₹45.8 Cr, ensuring **100% on-time delivery and enhanced pipeline safety**
- Executed a **500 KM optical fiber telecom upgrade** across 21 sites, boosting **communication reliability by 80%**.
- Led procurement and vendor negotiations, securing **₹2.3 Cr cost savings** and timely asset capitalization

Education

B.Tech. – *Instrumentation and Control Engineering* | NSIT Delhi

Accomplishments

- **Winner – StratEdge 2.0 Case Competition on Business Strategy**, IIM Lucknow | **Ranked 1st among 280+ teams** | Secured INR 36,000 prize
- Fastest in the batch to get promoted from Salary grade A to Salary grade B and Salary grade B to Salary grade C in the minimum prescribed time of 3 years each.
- Outstanding Achievement Award-2021 by C&MD HPCL: A recognition reserved for the top 0.5% performers in the company.
- Among selected candidates from an internal pool of 9000 officers to drive Digital Initiatives department of HPCL
- Runner Up Award-Young Engineer's Conclave by C&MD HPCL-2018: Cost Optimization in Pipeline Operations

Certifications

Lean Six Sigma Green Belt

6 Months Course on Data Analytics by IIM Amritsar (FY 2021-22)