



Naveen Kumar Sahrawat

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Summary

Cross-functional business leader with 14+ years of experience driving operational excellence, commercial growth and business transformation across India's downstream energy value chain. Led high-impact initiatives spanning supply chain, asset reliability, industrial safety, B2B sales and technical consulting while managing strategic customers, critical infrastructure and multi-stakeholder operations. Recognized for delivering measurable business outcomes through structured problem solving, relationship building and execution excellence.

Professional Experience

Sr. Manager (Technical Services) | Indian Oil Corporation Ltd. | Pune

- Spearheaded business development across industrial customers and OEMs in Maharashtra and Goa by delivering solution-based lubrication programs and technical-commercial consulting.
- Secured technical approval for a **1,000 KL annual** high-drain engine oil program with Force Motors through extensive field validation and performance monitoring.
- Won Generation-7 locomotive engine oil business from **Wabtec**, expanding IOCL's presence in high-value railway applications.
- Managed strategic OEM and industrial accounts with annual lubricant consumption exceeding **3,400 KL**, driving business retention and growth.
- Partnered with IOCL R&D to develop application-specific lubricant formulations while leading customer trials, product approvals and technical problem resolution.
- Conducted lubrication audits and technical seminars that positioned IndianOil as a trusted engineering partner while improving adoption of premium SERVO lubricant solutions.
- Secured performance endorsements from leading OEMs and industrial customers, strengthening market credibility and supporting premium product expansion.

Sr. Manager (Lubes Sales) | Indian Oil Corporation Ltd. | Jalandhar

- Managed lubricant business exceeding **2,000 KL annually** across six districts of Punjab through a network of four distributors.
- Delivered **12.31% CAGR** despite restructuring nearly half of the distributor network by strengthening channel capability and market execution.
- Expanded market reach by appointing two new distributors, adding an average of **190 new retail counters** annually and converting **25 independent garages** each year into Servoxpert partners.
- Led capability-building programs for distributor sales teams across Punjab, Jammu & Kashmir and Himachal Pradesh covering go-to-market strategy, customer engagement and territory management.
- Developed an integrated pricing and incentive management tool that digitized SKU pricing, reduced manual effort and improved pricing accuracy for channel partners.
- Ensured uninterrupted product availability across approximately **600 IndianOil retail outlets** through inventory planning and distributor performance management.
- Built long-term relationships with fleet operators, OEM workshops and industrial customers through consultative selling and technical engagement.

Manager (Operations Safety) | Indian Oil Corporation Ltd. | Jalandhar

- Led Health, Safety, Security and Environment (HSSE) for a **100-acre petroleum terminal**, ensuring safe operations involving hazardous fuels, rail unloading and high-volume logistics.
- Strengthened safety culture by introducing QR-based compliance monitoring, behavior-based safety initiatives and structured near-miss reporting.
- Directed contractor safety, permit-to-work, JSA and LOTO implementation across maintenance and capital projects involving high-risk activities.
- Trained over **1,000 tank truck crew members**, employees and contractors on hazardous material handling, emergency response and road safety.
- Coordinated emergency drills, statutory compliance and maintenance of critical firefighting infrastructure, contributing to accident-free operations.
- Led planning and execution of safety infrastructure projects while ensuring readiness of critical HSE systems and statutory certifications.

Asst. Manager (Maintenance & Inspection) | Indian Oil Corporation Ltd. | Jodhpur

- Managed maintenance and operational reliability for a strategically important **1 MMTPA petroleum terminal** supplying fuels across Western Rajasthan.
- Delivered zero unplanned downtime through preventive maintenance, SAP-PM implementation and structured asset reliability programs.
- Led commissioning of aviation fuel infrastructure and railway unloading facilities, strengthening supply chain resilience and defense logistics.

- Served as Rajasthan State Coordinator for SAP Plant Maintenance rollout, standardizing maintenance planning across multiple petroleum installations.
- Managed capital projects, contractor ecosystem and critical infrastructure including tanks, pipelines, automation systems and electrical assets.
- Successfully led emergency response during a terminal fire incident, preventing escalation and ensuring business continuity.
- Drove operational excellence through leak-free operations, superior housekeeping standards and consistent audit readiness.

Operations Officer | Indian Oil Corporation Ltd. | Panipat

- Managed 24×7 operations supporting evacuation of products from the **15 MMTPA Panipat Refinery**, ensuring uninterrupted fuel supply across North India.
- Directed daily movement of approximately **21,000 KL** of petroleum products through integrated pipeline, rail and road logistics networks.
- Managed inventory, storage and dispatch across **35 storage tanks** handling over ten petroleum products while maintaining stringent quality and quantity controls.
- Supported strategic fuel supplies to defense establishments and inter-OMC commitments through synchronized logistics planning.
- Developed standardized operating procedures that improved operational consistency across complex fuel receipt and dispatch processes.
- Collaborated closely with refinery, petrochemical and logistics teams, building exposure to refinery economics, crude processing and downstream supply chains.
- Played a key role in emergency response during a major petrol fire, helping contain the incident and safeguarding personnel and critical assets.

Education

B.Tech. (Chemical Engineering), IIT Roorkee

Accomplishments and Awards

- **Generated commercial growth** by securing a **1,000 KL annual OEM approval** for high-drain interval engine oil through successful technical validation and field trials.
- **Accelerated market expansion** by delivering **12.31% CAGR**, appointing new distributors and expanding SERVO's retail footprint across Punjab.
- **Led enterprise-wide transformation** as Rajasthan State Coordinator for SAP Plant Maintenance implementation across multiple petroleum terminals.
- **Managed mission-critical energy operations** supporting evacuation of products from a **15 MMTPA refinery** and fuel distribution across Northern India.
- **Strengthened operational resilience** by leading emergency response during critical fire incidents at two petroleum installations, preventing escalation and ensuring business continuity.

License & Certifications

Certified Petroleum Manager (ISP&E–UPES)

Harvard Manage Mentor® (Harvard Business Publishing)

Co/Extra-curricular

- **Weightlifting/Powerlifting:**
 - (i) Held post of Secretary & Joint Secretary, Gymnasium & Weightlifting Club, IIT Roorkee.
 - (ii) Bronze Medallist, Inter-IIT Weightlifting Championship.
 - (iii) Multiple Gold and Silver medals in Inter-College competitions.
- **Cycling:** Podium positions in Himalayan Explorer Club 40 km annual races.
- **Cultural:** Coordinator, 16-Frames National Filmmaking Event (THOMSO); active member of Cinematic Section.