



Naveen Kumar Sahrawat

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Summary

Impact-driven business leader with 14+ years of experience delivering growth, transformation and operational excellence across the energy value chain. An IIT Roorkee engineer with a track record of leading diverse teams, managing strategic customer relationships and delivering results across mission-critical operations and complex business environments. Combines operational expertise, commercial acumen and structured problem-solving to translate strategic priorities into scalable execution and measurable business outcomes.

Professional Experience

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

Apr'25-Apr'26

- Expanded industrial and OEM business across eight districts of Maharashtra and Goa through technical-commercial solution selling, creating new business opportunities and strengthening strategic customer relationships.
- Secured Generation-7 locomotive engine oil business from Wabtec for Gooty and Siliguri sheds, expanding IOCL's presence in high-value railway applications and strengthening its OEM portfolio.
- Managed strategic B2B relationships for major OEM accounts with ~3,400 KL annual lubricant consumption (₹110.5+ Cr), driving business retention and growth through consultative selling and technical partnership.
- Collaborated with customer engineering, sourcing and maintenance teams and IOCL R&D to develop application-specific lubrication solutions, support new product approvals and address complex operating requirements.
- Conducted lubrication audits and investigated lubricant-related equipment issues, enabling grade rationalization, oil-drain interval optimization and reliability improvements for industrial customers.
- Led technical seminars and customer workshops for existing and prospective OEM and industrial customers, strengthening IOCL's technical credibility and securing performance endorsements for niche grades to support product and business expansion.

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

May'22-Apr'25

- Managed a ₹65+ Cr annual lubricant business exceeding 2,000 KL across six districts of Punjab through four distributors, driving growth across retail, industrial, fleet and OEM channels.
- Expanded market penetration by developing two new distributors, adding 190 net-new bazaar counters and converting 25 independent garages annually into Servoexpert partners, creating stronger local presence and brand advocacy.
- Built distributor and sales-force capability across Punjab, J&K and Himachal Pradesh through annual training on SERVO products, customer management, go-to-market strategy, territory development and Permanent Journey Planning.
- Developed an integrated Excel-based pricing and incentive tool covering all SKUs, MRP, DLP, NTV, schemes and incentives, reducing manual effort and calculation errors while enabling faster and more transparent customer pricing decisions.
- Strengthened channel execution and customer engagement by ensuring lubricant availability across ~600 IOCL retail outlets, conducting inventory and quality audits, building relationships with fleet operators, OEM workshops and industrial customers.

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

Jul'20-May'22

- Led HSSE for a 100+ acre petroleum terminal handling hazardous fuels and high-volume logistics, maintaining accident-free operations and readiness of critical safety and emergency-response infrastructure.
- Strengthened proactive risk management by introducing QR-based safety checklists and behaviour-based safety initiatives, improving visibility of tank-truck safety fittings, PPE compliance and near-miss reporting.
- Enhanced governance of high-risk maintenance and project activities by enforcing SAP Permit Management, Job Safety Analysis and LOTO requirements, while ensuring timely statutory inspections, certifications and closure of audit observations.
- Built safety capability across the ecosystem by training 1,000+ tank-truck crew members, employees and contractors on hazardous-material handling, road safety, emergency response and safe work practices.
- Strengthened emergency preparedness and stakeholder coordination through regular fire drills, ERDs, mutual-aid exercises and Safety Committee engagements, while supporting safe execution of critical Army Advance Winter Stocking operations.

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

Apr'15-Jul'20

- Ensured uninterrupted operations of a strategically important 1 MMTPA petroleum terminal supplying MS, HSD, ATF and SKO across Western Rajasthan, maintaining reliability of critical tanks, pumps, pipelines, electrical, automation and utility infrastructure.
- Achieved zero unplanned downtime of critical equipment through preventive and predictive maintenance, condition monitoring and timely execution, while maintaining leak-free operations, high housekeeping standards and audit readiness in compliance with OISD and PESO requirements.
- Strengthened supply-chain resilience by commissioning aviation fuel infrastructure and railway unloading facilities, expanding terminal flexibility and supporting critical Indian Air Force and defence fuel requirements, also executed capital and revenue projects across automation, pipelines, storage and electrical infrastructure.
- Strengthened operational governance and business continuity through effective vendor and AMC management, critical-spares planning, GST/non-GST product accounting and inventory reconciliation.

- Managed 24×7 product evacuation from the 15 MMTPA Panipat Refinery, overseeing 35 storage tanks with 2.33 lakh+ KL capacity and handling 10+ petroleum products to ensure uninterrupted fuel availability across North India.
- Directed ~21,000 KL/day of product movement through pipeline, rail and road networks, synchronizing refinery production, storage, logistics and market demand to maintain timely supplies to retail, industrial, institutional and inter-OMC customers.
- Ensured 100% adherence to quality, quantity and delivery requirements, including critical fuel supplies to the Indian Army and Air Force, movement to geographically challenging locations such as Ladakh, and fulfilment of inter-company commitments.
- Standardized critical receipt, storage and dispatch operations through SOP development and cross-functional coordination, while maintaining inventory reconciliation, excise-duty compliance and financial controls.

Education

B.Tech. (Chemical Engineering), IIT Roorkee

Accomplishments and Awards

- **Fast-Track Career Progression:** Earned three promotions in 12 years, from Officer to Senior Manager, representing the fastest possible career progression at IOCL, in recognition of sustained performance and leadership.
- **Delivered ₹32.5+ Cr Annual OEM Opportunity:** Secured technical approval for a 1,000 KL annual high-drain interval engine oil business with Force Motors through extensive field trials, technical validation and customer engagement.
- **Sustained 12.31% Business Growth Amid Channel Restructuring:** Delivered 12.31% CAGR in SERVO lubricants while restructuring nearly 50% of the distributor network, demonstrating commercial leadership through significant channel transition.
- **Drove Enterprise Maintenance Transformation:** Led SAP Plant Maintenance rollout across all petroleum installations in Rajasthan as State Coordinator, standardizing master data, maintenance workflows and preventive maintenance practices.
- **Demonstrated Crisis Leadership:** Responded effectively to major fire incidents at two petroleum installations, helping contain the situations before escalation and safeguarding personnel, critical infrastructure and business continuity.

License & Certifications

Lean Six Sigma Green Belt Certified
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 college Cinematic Section.