



Neha Singh

E-Mail: x26nehas@iima.ac.in Mobile: +91 8295981519 LinkedIn: <https://www.linkedin.com/in/singh-neha1911/>

Summary

Energy sector professional with domain expertise in pipeline project design, bidding and capital planning. Background in SCADA/C&I. Proven track record in leading cross-functional teams delivering large scale projects ensuring regulatory compliance.

Professional Experience

Senior Manager | Indian Oil Corporation Limited | Eastern Region Pipelines HQ, Kolkata

- Spearheaded capital and operational expenditure prudence across the 5,700+ km Pipeline network (33 operating and 149 unmanned locations).
- Drove 74.8% YoY capex approval and a 20% Opex reduction without compromising network safety under the corporation's strategic framework.
- Reviewed 70 capex proposals, ₹64.13 crore, and secured approvals for 41 high-priority schemes worth ₹17.03 crore.
- Directed progress tracking for 129 approved Capex schemes, including 29 major projects valued at ₹136 crore, collaborating with all stakeholders to resolve operational bottlenecks and accelerate execution.
- Anchored the tracking of 66 strategic MoU targets across 30 stakeholders, automating real-time portal updates to slash manual follow-up cycles by 70%.
- Synthesized monthly Performance Management Committee report by streamlining regional input collection to deliver data-driven business reviews for executive leadership.

Project Manager | Indian Oil Corporation Limited | Pipeline Head Office, Noida

- Led bid preparation for ~ 1,500 km of Natural Gas Pipeline (NGPL) worth ₹9,200 crore published by PNGRB.
- Designed and executed the comprehensive technical and commercial bid for the 65 km Hazaribagh-Ranchi Natural Gas Pipeline (NGPL) project, successfully securing the ₹202 crore contract from PNGRB and investment approval from the Chairman.
- Carried out feasibility study for ~300 Km of spur lines from existing NGPL and 700 Km of prospective NGPL for correspondence with MoP&NG and PNGRB for nomination-based authorizations.
- Formulated and finalized the terms of agreement and operational groundwork for interconnectivity agreement between GAIL's KKB MPL and IOCL's ETBPNMTPL networks, leading to a successful contract execution in December 2024.
- Authored the techno-commercial feasibility framework and processed a ₹771 Crore Capex proposal to develop compression facilities at Ramnad and Nagapattinam, unlocking 1.8 MMSCMD of isolated Cauvery Basin gas fields.
- Finalized 21 CGD interconnectivity agreements along Ennore-Tuticorin-Bengaluru NGPL, improving utilization by 10%.
- Accelerated CGD connectivity by introducing a new agreement model and pre-procuring spare skids, reducing commissioning time by 50%.
- Carried out standardization of SCADA architecture for connectivity between CGD and IOCL's NGPL which brought uniformity across all locations.
- Computed and submitted the Dadri-Panipat Natural Gas Pipeline tariff to PNGRB, securing a 28% tariff increase in absolute compliance with the latest PNGRB regulatory frameworks.

Assistant Manager (Projects) | Indian Oil Corporation Limited | Pipeline Head Office, Noida

- Designed SCADA & control systems, Leak Detection system and Fire & Gas detection system for pipeline projects worth ₹13,000 crore, covering over 5,000 km.
- Directed end-to-end procurement of instruments and materials for projects and service contract line-ups valued ~ ₹ 100 crores.
- Delivered Final Engineering Packages for 6 projects and conducted 50+ FATs for SCADA systems and metering skids.
- Prepared Detailed feasibility report for pipelines project worth ~₹ 7000 crore.
- Part of design and commissioning team for India's first transnational pipeline, 69 km, ₹324 crore Motihari-Amlekhgunj.
- Introduced APN-based SCADA communication for pipelines projects, saving commissioning time by 10 months.
- Achieved 45% cost savings by eliminating vendor lock-in through reverse auction and specification changes.
- Streamlined commissioning activities by providing real-time engineering support and troubleshooting assistance to active construction sites.

Telecommunication & Instrumentation Engineer | Indian Oil Corporation Limited | Northern Region Pipelines HQ, Panipat

- Maintained 98% uptime across a 2,900 km pipeline network spanning 15 operational stations and 70+ unmanned locations by supervising SCADA, RTU, leak detection and control systems.
- Decreased Mean Time to Repair (MTTR) by 80% through the introduction and execution of Total Productive Maintenance (TPM) methodologies to streamline workflows.
- Automated 50+ flow and pressure control valves, significantly increasing operational efficiency across pumping and delivery

facilities.

- Eliminated operational accidents by establishing inter-divisional exchange of Emergency Shut Down (ESD) and Remote Shut Off Valve (ROSOV) signals along with implementation of shutdown sequence in coordination with Marketing division.
- Implemented inter-division (with Refinery and Marketing) custody transfer using 42 Mass Flow Meters across 15 locations.
- Managed a ₹12 crore annual revenue expenditure budget, ensuring meticulous financial tracking and 100% review of technical and revenue proposals across all 15 stations.
- Directed end-to-end procurement and service contract line-ups valued at ~₹10 crore while securing 100% availability of critical instrument spares.
- Drove timely renewal of wireless licenses and annual maintenance contracts.
- Ensured 100% compliance with IMS manual and audit recommendations
- Provided training to 100+ officers and technical staff on SIL3 rated Safety Programmable Logic Controller.

Accomplishments

- Promoted for Excellent Performance
Earned three fast-track promotions (Officer to Senior Manager) each within four years -the minimum at IOCL for outstanding results and leadership.
- Corporate Recognition & Subject Matter Expertise
Online learning module “Tariff Role in PNGRB Bidding Process and its determination procedure” was developed and published on IOCL’s Swadhyaya platform.
- Academic accomplishments
Awarded CBSE Certificate of Merit (top 0.1% in Mathematics), Kalpana Chawla Award for Science and Certificate of Excellence by Department of Science & Technology, UP in 2006.

Education

B. Tech (Electronics and Communication Engineering) –National Institute of Technology | Durgapur (July 2009– May 2013)

Certifications

- Harvard Manage Mentor Course, Harvard Business Publishing

Extra-Curriculars

- Participated in various Table tennis tournaments at IOCL with multiple podium finishes.
- Participated in various 5 Km, 10 Km and half marathons organized by Airtel Delhi Half Marathon, Pink Marathon and PCRA.
- Successfully completed Nag Tibba Trek (Max Altitude 9,915 ft) organized by IndiaHikes.
- Represented NIT Durgapur in All India Inter-NIT Sports Tournament 2009, Basketball organized by SVNIT, Surat.
- Recited self-composed Hindi poem during Hindi Diwas 2009 at NIT Durgapur and secured 3rd position.

Functions List

- Engineering & Maintenance
- Project & program management
- General management

Sectors List

- Energy & Utilities
- Government & PSUs