



# Pankaj Joshi

E-Mail: x25pankajj@iima.ac.in

Mobile: +91 9969225795

LinkedIn: [www.linkedin.com/in/2pankajjoshi](http://www.linkedin.com/in/2pankajjoshi)

## Summary

Results-driven business leader with 14 years of experience managing complex, multi-million dollar projects and driving strategic transformations in high-stakes environments. Proven track record of building C-suite relationships, leading cross-functional teams, and delivering measurable business value through technology-enabled solutions. Experienced in identifying emerging business needs, crafting compelling value propositions, and executing strategic initiatives that align with organizational priorities. Bring exceptional resilience and problem-solving capabilities honed through leading both corporate transformations and extreme mountaineering expeditions.

## Professional Experience

### Chief Manager (Chemistry) | Oil and Natural Gas Corporation (ONGC) Ltd. | Dehradun Jan 2024 – Mar 2025

- Served as Executive Assistant to the Executive Director, coordinating across technical, commercial, and leadership teams to align 84 R&D projects (~₹125 Cr) while engaging with 250+ geoscientists and external partners to advance high-impact research programs and strategic institutional priorities.
- Developed and executed a strategic roadmap for the Net Zero 2038 initiative, conducting deep-dive research on business challenges, emerging technology needs, and the competitive landscape to shape the transformation journey.
- Spearheaded a tripartite MoU to unlock 1500 MW of geothermal potential in Telangana, managing stakeholder alignment and feasibility assessment across public and private entities.
- Managed procurement operations through the Government e-Marketplace (GeM) platform, overseeing vendor registration, order execution, and payment reconciliation; prepared technical and financial proposals, collaborated with cross-functional teams, and negotiated contracts to drive cost optimization and ensure compliance with public procurement norms.
- Led a team of Geochemists to explore hydrocarbon potential (~685 MMTOE), designing a data-driven exploration model that added strategic value to ONGC's asset base.

### Manager (Chemistry) | Oil and Natural Gas Corporation (ONGC) Ltd. | Mumbai Jan 2020 – Dec 2023

- Drove strategic sourcing and vendor management, achieving standardized procurement processes and improving supplier quality, cost, and delivery performance across multiple business units.
- Experienced in SAP S/4HANA Materials Management (MM) module, with proficiency in master data management, purchase requisition and order processing, goods receipt, inventory management, and invoice verification; leveraged ERP automation to improve procurement accuracy and visibility.
- Designed and implemented high-performance oil-field chemical programs, realizing 20% cost savings (~₹30 L/year) and a 42% improvement in operational efficiency.
- Delivered business value by aligning procurement strategies with long-term operational goals, ensuring process efficiency and measurable performance KPIs.

### Senior Executive (Chemistry) | Oil and Natural Gas Corporation (ONGC) Ltd. | Mumbai Jan 2015 – Dec 2019

- Managed end-to-end execution of a \$1.5 million Produced Water Conditioning project, overseeing all phases from installation through quality assurance and performance optimization.
- Coordinated cross-functional teams during commissioning of the FPSO Cluster-7 unit, directly contributing to a 20,000 bbl/day increase in crude oil production and \$1.3M/day in revenue.
- Supported strategic partnerships with engineering and safety teams, strengthening ONGC's reputation for responsible operations and sustainable development.
- Participated in risk assessments and compliance audits, ensuring adherence to QHSE and international project standards.

### Executive (Chemist) | Oil and Natural Gas Corporation (ONGC) Ltd. | Mumbai Dec 2010 – Dec 2014

- Led commissioning of an Aviation Turbine Fuel (ATF) refuelling unit (9,000 L/day), securing logistics continuity for offshore operations and maintaining daily production of ~35,000 barrels.
- Implemented quality control frameworks for hydrocarbon sampling and analysis, ensuring data reliability and product integrity across crude, gas, and water systems.
- Partnered with field operations to translate technical findings into actionable performance improvements, enhancing asset productivity and reliability.

## Education

MBA (PGPX) – *Indian Institute of Management, Ahmedabad | India* 2025 – 2026

B.Tech (Chemical Engineering) – *Guru Gobind Singh Indraprastha University, Delhi | India* 2006 – 2010

## Accomplishments

- Successfully summited Mt. Kanchenjunga (8,586 m), the world's 3rd-highest peak, as part of a corporate leadership initiative. This challenging expedition honed skills in strategic planning, risk management, resilience, and decision-making under extreme pressure.

## Certifications

- |   |                 |
|---|-----------------|
| ● Lean Six Sigma – Green Belt, KPMG                                 | <b>Mar 2025</b> |
| ● Project Management Challenges in Offshore, ONGC Academy, Dehradun | <b>Sep 2020</b> |
| ● Project Management Framework, ONGC Academy, Dehradun              | <b>Aug 2020</b> |
| ● Basic & Advanced Mountaineering Course, ABVIMAS, Manali, India    | <b>Aug 2016</b> |

## Extra-Curriculars

- Spearheaded the successful execution of ONGC KDMIPE's 63rd Foundation Day in 2024, overseeing end-to-end planning, stakeholder management, and high-impact engagement.
- Successfully scaled multiple 6,000 m and 7,000 m peak expeditions in the Himalayas, demonstrating endurance, resilience, and teamwork.