



Prateek Khare

E-Mail: x26prateekk@iima.ac.in Mobile: +91 9424941456 LinkedIn: <https://www.linkedin.com/in/prateek-khare-18877638/>

Summary

Result driven energy leader with 14+ years of experience in Retail Sales, Engineering & Operations. Skilled in managing high-stakes network; proven expertise in downstream oil marketing, green field projects, network expansion, strategic turnarounds, project management, go-to market strategies, policy formulation & large-scale implementation.

Professional Experience

Senior Manager / Manager (Retail Sales) | Indian Oil Corporation Limited | Ahmedabad (Gujarat) / Jabalpur (MP)

- **Managed** 150+ IOCL retail outlets across Gujarat & Madhya Pradesh, overseeing INR 2,700 Cr (~USD 323M) annual turnover while ensuring supply, compliance, and service quality.
- **Turned around** market share trajectory; delivered first growth (+0.2%) in FY24–25 after consecutive declines.
- **Ranked** top-performing sales manager, commissioned 55% of all OMC retail outlets, driving market share recovery.
- **Revived** a high-potential outlet dormant for 17 years; and scaled sales to 300+ KL/month (2× PPT average), establishing IOCL dominance in Ahmedabad.
- **Modernized** strategic outlets with 100% compliance, boosting sales by ~7%.
- **Led** sustainability initiatives: rolled out E-20 petrol at 85 outlets, achieved highest adoption of Xtra Green Diesel in Western Region & highest numbers of EV charging stations in states of MP & CG.
- **Drove** 93% XP95 sales growth in rural markets through service gap fixes, staff retraining, and targeted promotions; recognized with performance award.
- **Launched** XP100 in Jabalpur; achieved India's highest sales (~10 KLPM), surpassing Tier-1 metros.
- **Increased** lube sales ~11% YoY through innovative stakeholder schemes; onboarded all outlets on Servo Dost app.
- **Fast-track** promoted thrice in 12 years.

Manager / Assistant Manager (Engineering) | Indian Oil Corporation Limited | Jabalpur (MP) / Bhopal (MP)

- Youngest Officer appointed Engineer-in-Charge of State HQ Divisional Office (2018–19); led construction and maintenance of ~650 Retail Outlets
- Achieved highest retail outlet approvals and constructions nationwide for 3 consecutive years (2016–19) among 70 divisions, exceeding CAPEX targets by ~50%.
- Reduced construction timelines by 3 weeks vs. 16-week norm, enabling early asset utilization and generating INR 20 Cr additional annual revenue.
- Selected as one of 10 officers (from ~1,500) to develop a nationwide Job Safety Analysis for 40,000 retail outlets; Commended by IOCL's Director (Marketing).
- Ensured nil equipment downtime during COVID-19 by liaising with administration and onboarding local vendors.
- Maintained spotless record in sensitive, complaint-prone engineering portfolio.
- Directly appointed as Manager (Retail Sales), bypassing the standard field route due to exceptional performance.

Operations Officer (LPG) | Indian Oil Corporation Limited | Guna (MP)

- Initiated CSR projects in a high-risk area, creating employment opportunities for hostile villagers and fostering community cooperation with IOCL.
- Led a ₹25 Cr capacity augmentation project, increasing plant output by 2.5x and upgrading from a mechanical to a fully automated system; completed within parliamentary deadlines, reducing backlog and improving quality.
- Managed maintenance of LPG plant with a daily supply of 20,000 cylinders across 21 districts in Central/Northern MP and Southern UP, leading 25 vendors to ensure uninterrupted operations. Achieved "Nil Downtime" of plant operations.
- Engineered in-house solutions for a unique mechanical filling system, achieving zero equipment breakdowns and enhancing operational reliability.
- Secured OISD certification by ensuring full compliance and coordinating successful Ministry inspection.

Accomplishments

- Fast Track promoted for exemplary performance

Earned three promotions in 12 years – the fastest possible in IOCL (Officer to Senior Manager) for outstanding results and leadership.

- Directly appointed as Divisional Office Manager
Directly appointed as Manager (Retail Sales), bypassing the standard field route due to exceptional performance.
- Youngest Engineer In Charge of State HQ Divisional Office
As an Assistant Manager (Engineering), I was given the responsibility of Engineer In Charge of Bhopal Divisional Office in the year 2018; Youngest Officer to head Engineering Wing of a State HQ Divisional Office
- Formulated policy on Job Safety Analysis
Selected as one of 10 officers (from ~1,500) to develop a nationwide policy on Job Safety Analysis, which is now enforced across all ~40,000 IOCL retail outlets across the nation.
- Recognized as 3rd Best Engineering Officer in MP & CG in Dhruva initiative. Felicitated by State Head, MP & CG, IOCL.
- First officer to convert 100% retail outlets in State HQ to LED lighting (2015). Awarded certificate of appreciation by State Head, MP & CG, IOCL.
- Played key role in best XP95 conversion by Jabalpur Division amongst all the Divisions under MP & CG. Felicitated by Divisional Head, Jabalpur Division, IOCL.
- Led initiative to onboard all retail outlets on the Servo Dost app — first Division Office in India to achieve this milestone. Awarded certificate of appreciation by State Head, MP & CG, IOCL.
- Recognized as best Engineering Officer in the Divisional Office in Dhruva initiative. Felicitated by Divisional Head, Jabalpur Division.
- Amongst top rankers in the Graduate Aptitude Test in Engineering (GATE) – 2011, demonstrating exceptional quantitative aptitude and problem solving abilities.

Education

B. Tech (Electronics and Instrumentation Engineering) – SGSITS Indore (Aug 2007– May 2011)

Certifications

- Certification in Fundamentals of Global Energy Business by University of Colorado
- Certification in Comprehensive Introduction to Electric Vehicles by Coursera
- Certification in Excel Skills for Business : Advanced by Macquarie University
- Certification in Pre-MBA Statistics by IIM Ahmedabad
- Certification in Foundations of Artificial Intelligence by Simplilearn
- Certification in Introduction to Gen-AI by Google Cloud
- Leadership Development Program by IIM Nagpur

Extra-Curriculars

- Unit Level Representative of Indian Oil Officers' Association for consecutive 2 terms (Jabalpur: 2019-2023, Ahmedabad: 2023-2026)
- Organized the launch event of Pradhan Mantri Ujjwala Yojana – 2.0 in Jabalpur (MP) for Union Minister Amit Shah
- Collaborated with IIM-A's PGPX (Class of 2025) for Xcelerate 2025 (All India Case Competition) hosted on Unstop
- Organised Superbike rally for promotional launch of XP100 in Jabalpur city in the presence of senior IPS officers from MP Police and senior IOCL officers.
- Winner of several essay, debate and quiz competitions.
- Active member of Bharat Scouts & Guides movement.

Functions List

- Engineering & Maintenance
- Marketing
- General management

Sectors List

- Energy & Utilities
- Government & PSUs