



Ravi Chaudhary

E-Mail: x26ravic@iima.ac.in Mobile: +91 9957675554 LinkedIn: [linkedin.com/in/ravi-chaudhary10061995](https://www.linkedin.com/in/ravi-chaudhary10061995)

Summary

Procurement and contracts professional with 9+ years of experience leading high-value commercial decisions and complex negotiations at Oil India Limited — spanning ₹250+ Cr capex projects, multi-vendor strategy redesign, renewable energy initiatives including solar and wind, and crisis-driven operations recovery. Proven ability to deliver significant cost savings, drive sustainability goals, and build scalable procurement frameworks across the energy sector.

Professional Experience

Sr. Manager – Contracts & Purchase | Oil India Limited | Jodhpur, India

- Finalized 45 contracts in a single year — highest by any individual in Rajasthan Field in 5 years — leveraging GeM bid category and standardized qualification criteria to reduce procurement lead times.
- Championed Oil India's first-ever MSE Vendor Meet for women and SC/ST entrepreneurs, driving policy change on turnover threshold relaxation and securing 7 orders for MSE Women vendors.
- Co-authored the first-ever SOP for loading and unloading operations at Hamira Stores, institutionalizing safety and handling protocols across material workflows.

Manager – Contracts & Purchase | Oil India Limited | Jodhpur, India

- Redesigned bowser contract qualification criteria to resolve single-vendor dependency in crude oil transportation, enabling multi-vendor participation and delivering ₹3 Cr. in annual cost savings.
- Prepared financial qualification criteria for Oil India's first-ever Gas Sweetening Plant (₹268 Cr.), attracting international and Indian vendors for a landmark Net Zero 2040 project.
- Led commercial negotiation with M/s Fishbones AS, Norway for a first-of-its-kind drilling technology contract, resulting in the highest producing well in Rajasthan Field (130 BOPD vs 35 BOPD baseline).
- Restructured L1 evaluation process for capital equipment procurement by mandating upfront AMC and critical spare part quotes, avoiding ~15% cost escalation typical of post-purchase AMC negotiations.
- Structured competitive bidding for 1 MW solar installations across 4 Rajasthan sites, achieving 20% cost savings on PMC contracting and ₹1.58 Cr. in projected annual power savings.
- Finalized health assessment contract for O&M operator change at Oil India's largest wind plant (54 MW), driving machine availability from 61% to 86% and increasing annual revenue from ₹28.91 Cr. to ₹32.56 Cr.
- Led cross-functional crisis response to a major transmission breakdown, restoring operations within 15 days by mobilizing and coordinating 18 generators across teams.

Manager – Stores | Add. Charge: Contracts | Oil India Limited | Jodhpur, India

- Headed end-to-end godown operations at Hamira Stores, ensuring 100% supply continuity across 5 locations for a 26-member labour workforce.
- Contributed to a 17-member cross-functional team that redeployed idle godown inventory to active operations and drove write-off and scrapping of rejected items, unlocking ₹2.2 Cr. in savings and negating the need for additional godown construction.
- Restructured manpower contract terms from fixed job-based to daily-wage mode, ensuring minimum wage compliance for 31+ workers and improving labour productivity.

Senior Officer – Stores (Receiving) | Oil India Limited | Assam, India

- Delivered ₹23L in annual overtime savings and ~25% reduction in demurrage charges by streamlining material receiving and logistics workflows.
- Recovered ₹2.3 Cr. by resolving 34 insurance claims pending for 5+ years, partnering with F&A and Marsh Insurance to clear the entire backlog.
- Co-designed an ERP-based HSD procurement module, transforming a manual 5-day invoice cycle into a 2-day digital workflow and eliminating fuel supply disruptions (₹1.58 Cr. annual fuel spend).
- Coordinated with Northeast Frontier Railway to accelerate commissioning of a pending railway line section, achieving recurring freight savings of ₹2.3 Cr. per year.

Education

B. Tech, Chemical Engineering – Indian Institute of Technology, Guwahati | India (2012–2016)

CFA Charterholder – CFA Institute |

Accomplishments and Awards

- Highest Contracts in Rajasthan Field: Finalized 45 contracts in a single year — highest by any individual in 5 years through innovative procurement methodology.
- GeM Procurement Champion: Increased GeM-based procurement to ₹447.02 Cr. (96.7%) in FY 2025–26 from ₹227.28 Cr. previously.
- Rajbhasha Samman Shield 2024: Contributed to Oil India Rajasthan Field winning the 2024 Rajbhasha Samman Shield under MoHA.

License & Certifications

- IPMA Level D Certified, International Project Management Association, 2025
- Public Procurement, AJNIFM, Faridabad, 2024
- Executive Managerial Programme, IIM Lucknow, 2017

Co/Extra-curricular

- Supported multiple migrant labourers' families with relief and livelihood opportunities during COVID-19 in association with Lions Club, Jodhpur.
- Appointed as Presiding Officer for the 2019 National General Election, managing a team of polling staff and ensuring transparent conduct of polling for 800+ electors.