



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

Commercial and operations professional at Oil India Limited with expertise in high-value contract negotiations, vendor evaluation, and supply chain optimization. Actively leading critical strategic projects and driving OIL's Net Zero 2040 transition, while delivering sustained cost savings and strategic initiatives that scale across multiple operating units.

Professional Experience

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

Jan 2026 – Mar 2026

- Finalized 45 contracts in a single year, the highest by any individual in Rajasthan Field in 5 years, leveraging GeM bid category, single bid methodology and standardized qualification criteria to cut procurement lead times.
- Initiated centralized procurement across 5 operating units for common and specialized long lead items, lifting bidder participation from 2 to 4 per tender and securing 7% savings on ₹40 Cr. of aggregated annual spend.
- Championed Oil India's first ever MSE Vendor Meet for women and SC/ST entrepreneurs; built internal consensus, drove policy change on turnover threshold relaxation and secured 7 orders for MSE Women vendors.

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

Apr 2021 – Dec 2025

- Led end-to-end commercial negotiation with M/s Fishbones AS, Norway for a first of its kind drilling technology contract, devising pricing strategy and contractual terms that resulted in the highest producing well in Rajasthan Field (130 BOPD vs 35 BOPD baseline).
- Resolved an audit observation on single vendor dependency in crude oil transportation by redesigning bowser qualification criteria, overcoming operational risk aversion to enable multi vendor participation and ₹3 Cr. in annual savings.
- Prepared financial qualification criteria by incorporating D/E ratio, working capital requirement besides net worth and annual turnover for Oil India's first-ever Gas Sweetening Plant (₹268 Cr.), attracting international and Indian vendors for a landmark Net Zero 2040 sustainability infrastructure project.
- Drove the organizational shift to GeM based procurement across internal teams and the vendor ecosystem, growing adoption from ₹227.28 Cr. to ₹447.02 Cr. (96.7%) in FY 2025-26 and making Rajasthan Field among Oil India's most GeM compliant.
- Finalized the health assessment contract for O&M operator change at Oil India's largest wind plant (54 MW), lifting machine availability from 61% to 86% and annual revenue from ₹28.91 Cr. to ₹32.56 Cr.
- Drove ₹14 Lakhs in annual DSM charge reductions by restructuring the Kotiya plant QCA contract with an incentive clause (₹5L) and finalizing the first ever nomination basis contract for SEMS meters (₹9L).
- Reduced inventory by 9% at Rajasthan Field through demand forecasting and planning tied to the annual drilling program, freeing working capital with no stock out driven downtime.
- Identified that call-out basis contracting for Acid Pumping Unit was driving higher-than-necessary outgo; analyzed consumption patterns and transitioned to full-time hiring, achieving ₹25 Lakhs in annual cost savings.

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

Jan 2020 – Mar 2021

- Led a 17-member cross functional team to redeploy idle godown inventory and scrap 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 while improving transparency, productivity and dispute resolution.
- Served as Departmental IT In-Charge on the e-Office implementation team, proposing process and configuration changes tailored to Rajasthan Field operations to drive automation.

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

Aug 2016 – Dec 2019

- Recovered ₹2.3 Cr. by resolving 34 insurance claims pending for 5+ years, partnering with F&A and Marsh Insurance on root cause analysis and documentation to clear the entire backlog.
- Coordinated with Northeast Frontier Railway to accelerate commissioning of a pending railway line section, achieving recurring freight savings of ₹2.3 Cr. per year.
- Delivered ₹23L in annual overtime savings and ~25% reduction in demurrage charges by streamlining material receiving, stacking, and inter-department transfer workflows while coordinating with internal and external logistics stakeholders.
- Increased insurance claim acceptance rate by 22% by co-designing an automated digital intimation system with F&A and IT, triggering supplier alerts 15 days prior to delivery.

Education

PGPX (MBA) | Indian Institute of Management Ahmedabad | India (2026-27, Ongoing)

- Individual Research Project:** Survivorship Bias Adjustment in Indian Mutual Fund Historical Data and Its Impact on Reported Returns

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, the highest by any individual in 5 years.

- **Energy Transition Task Force:** Selected as one of 25 professionals from a workforce of 1100 to develop the company's energy transition strategy roadmap.
- **Rajbhasha Samman Shield 2024:** Contributed to Rajasthan Field winning the 2024 Rajbhasha Samman Shield under MoHA.
- **CFA Charterholder:** Cleared all three CFA levels on first attempt.
- **IIT-JEE:** Cleared one of India's most competitive engineering entrance examinations.

License & Certifications

IPMA Level D Certified, International Project Management Association, 2025, Public Procurement, AJNIFM, Faridabad, 2024, Excel / VBA (Levels I, II & III), University of Colorado Boulder, Coursera, 2020, Executive Managerial Programme, IIM Lucknow, 2017

Co/Extra-curricular

- Appointed nodal officer for two high-profile parliamentary committee visits, managing protocol, logistics and stakeholder engagement across 33 organizations and government representatives in Jodhpur and Jaisalmer.
- Presiding Officer, 2019 National General Election, managing polling staff and transparent conduct for 800+ electors.
- Highest wicket taker in a 5-match inter-company cricket tournament against State Bank of India, Oil India (2019-2025).
- Supported migrant labourers' families with relief and livelihood support during COVID-19 with Lions Club, Jodhpur.