



Rishabh Murarka

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Summary

Strategy & operations leader with 7+ years of experience driving business planning, cross-functional program execution, and data-driven decision-making across ₹120 Cr+ multi-regional operations and \$1B+ global engineering projects. Proven ability to design scalable processes, mobilize teams, and translate operational and financial data into strategic insights that improve efficiency, profitability, and customer outcomes.

Professional Experience

Director | MB Ferti & Auto Sales | Sitapur, Uttar Pradesh, India

(Multi-vertical distribution and retail firm spanning agri-inputs, fuel, lubricants, and automobiles)

- Led end-to-end ownership of a **₹120 Cr+ distribution and retail enterprise**, with responsibility across **strategy, P&L, finance, operations, and people management**.
- **Doubled topline revenue (₹60 Cr → ₹120 Cr+) in three years** by combining data-driven pricing, channel optimization, disciplined capital allocation, and execution-focused operating frameworks across business units.
- Designed **ROI-led growth strategies** for market entry, product expansion, brand onboarding, and capacity investments—translating financial and market analysis into actionable execution roadmaps.
- Orchestrated **multi-state expansion**, onboarding 400+ dealers across five new states and scaling interstate agri-sales to **30% of divisional revenue**, while building localized credit, supply, and execution workflows.
- **Diversified supplier ecosystem**, onboarding 20+ brands through structured commercial evaluation, margin analysis, and risk assessment—adding ₹15 Cr+ incremental revenue while reducing supply-concentration risk.
- Launched **new high-ROI verticals** (private-label pesticides, automotive filters) based on demand and margin-gap analysis, generating ₹2.2 Cr+ revenue with minimal incremental capital and strong repeat adoption.
- Led **capital structuring, budgeting, cash-flow forecasting, and working-capital governance**, renegotiating bank facilities to reduce borrowing costs by **150 bps** and saving ₹13 L annually while strengthening liquidity during rapid scale-up.
- Secured **₹30 L in external funding from HPCL** by building a structured payback and cash-flow case for fuel station modernization; owned execution post-funding, delivering a **100% uplift in sales within 30 days**.
- Built **digital finance and operations infrastructure** (cloud accounting, receivables dashboards, MIS, GPS-enabled workforce tracking), reducing debtor days by **30%**, improving collections by **25%**, and increasing productivity by **20%**.
- Conducted **forensic reviews of receivables and credit exposure post-COVID**, redesigning escalation and control mechanisms; recovered **40% of stressed debt** without disrupting dealer relationships.
- Managed and mentored a **cross-functional finance and operations team**, institutionalizing GST compliance, audit-ready reporting, standardized SOPs, and governance discipline in a regulated, multi-location environment.

Assistant Manager | L&T Energy Hydrocarbon | India | Oman | Saudi Arabia

(Engineering, procurement, and construction (EPC) services major in the oil and gas sector)

- Served as **operations and execution lead** on offshore hook-up campaigns for **Saudi Aramco's \$1.2B Hasbah-II gas field project**, operating in high-risk, time-critical offshore environments.
- Led daily execution planning and on-ground decision-making for **25–30 multinational personnel and multiple marine assets**, delivering key milestones **ahead of schedule** and saving **\$210K** in execution costs.
- Co-developed offshore execution and resource strategies with JV partner Subsea7 for a **\$394M project scope**, balancing schedule risk, cost discipline, safety constraints, and multi-partner coordination.
- Aggregated and analysed productivity and installation data across **six offshore platforms**, identifying bottlenecks, redesigning sequencing logic, and reducing offshore execution timelines by **~30%**.
- Built and deployed **digital pre-commissioning documentation and reporting systems**, reducing reporting turnaround time by **50%**, improving audit readiness, and enhancing transparency for senior stakeholders.
- Directed cross-functional coordination across engineering, fabrication, piping, mechanical, and vendor teams to ensure **<1% carryover risk** from fabrication yard to offshore installation across eight platforms.
- Supported **bid evaluation and commercial strategy**, translating execution learnings and productivity analytics into structured inputs that enabled **\$250M+ in subsequent contract wins**.

Education

BTECH (Applied Petroleum Engineering) – University of Petroleum & Energy Studies, Dehradun | India

Accomplishments

- **U.P. Government Rural Entrepreneurship & Self-Reliance Mission (2022)**
- **ICN Press International Rural Entrepreneurship Mission (2022)**
- **HPCL Solar Sustainability Mission (2024)**

- **Adama** Directors Club Award (2024); **Matix Fertilizers** Outstanding Sales Performance Award (2024); **Atul Mahabali** Sales Award (2024)
- **Round Table** Best Go Green Group (2024)
- **INR 1,20,000** Merit-Based Undergraduate Scholarship

Certifications

- **IRDAI-Licensed** Insurance Advisor
- Financial Modeling and Valuation (The Wallstreet Wiz)
- AI Python (DeepLearning.AI)

Extra-Curriculars

- **Founder, Farmer Outreach Program** - promoted sustainable pesticide use to 5,000+ farmers; cut input costs by 20% and increased yields by 10-20%/acre.
- **SME Finance & Tax Advisor** - guided 300+ underserved individuals on risk-appropriate insurance and government savings schemes, enabling ₹3.1 L in tax and cost savings.
- **Founder, Lazy Monies** - a digital peer-learning community for early-stage investors in equities and digital assets.
- Deputy Head, I.T. Committee – UPES Petrotech Chapter
- Publicity Committee Member – UPES SPE Student Chapter
- 1st Position: Elemento (Technical paper presentation, 25+ speakers) & Sell-Oleum (Budgeting game, 40+ participants)
- 2nd Position: Intra-university Football Tournament