



# Ritam Ghosh

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## Summary

Impact-driven consultant with ~6 years' experience advising top energy and EPC clients on market dynamics, engineering design, and process optimization—enabling multi-billion-dollar strategies in refining, petrochemicals, clean energy, and infrastructure. Recognized for impact and leadership with S&P Global Kudos, 8× Bechtel LeadeR+ Awards, and national merit scholarships.

## Professional Experience

### Consultant – Oil Markets, Midstream & Downstream | S&P Global | Gurgaon

- Led **long-term global outlooks** and **monthly forecasts** for **30+ crude and refined products** across US, NWE, MED, and Asia—integrated supply-demand, pricing, and freight analysis with expert input to guide multi-billion-dollar **capex planning** and **commercial strategy** for a leading Middle Eastern refinery.
- Supported end-to-end **business development** for a key Middle Eastern client—reviewed RFPs, drafted proposals, and managed contracting—securing **~\$1M in new contracts** and driving account growth and client retention.
- **Designed and implemented** a tool to calculate, visualize, and compare margins for **30+ refined products** across **4 markets**—enabling a top Middle Eastern refinery to **target high-margin opportunities**.
- Conducted global **lubricants market analysis** across 8 regions—benchmarked 4 competitors and prioritized high-growth geographies to shape **go-to-market strategy** for a top oil major.
- Mapped **defense sector** dynamics across **15 global markets**—analyzed budgets, procurement priorities, and regional growth signals to identify priority regions for a global EPC client's **entry strategy**.
- Conducted **market assessment** of **3 process equipment** categories (heat exchangers, pumps, vessels)—analyzed supply-demand, lead times, and vendor landscape to shape **procurement strategy** for a multibillion-dollar EPC project.

### Process Engineer (Graduate Engineer Trainee → Engineer I → Engineer II) | Bechtel Corporation | Gurgaon

- Collaborated with global engineering teams on **4 megaprojects** (GTL, LNG, petrochemicals) for Fortune 500 clients—delivered **zero-defect** engineering packages (PFDs, P&IDs, datasheets, hydraulics) **100% on time**, enabling accurate cost estimation for **multi-billion-dollar investments**.
- Developed **strategic technical dossiers** on CCS, Biomass-to-Fuels, and Petrochemicals—enhancing market readiness and positioning for future **energy transition** projects.
- Evaluated **EPC growth potential** in India's refining sector—leveraged market insights and expert input to **highlight priority opportunities** for senior leadership's **bidding strategy**.
- Supported **bid development** for multi-million-dollar LNG regasification project in Southeast Asia—analyzed RFPs, mapped key systems and equipment, and scoped engineering effort to estimate billable hours.
- Redesigned steam pipeline insulation for a top Indian refinery and conducted a **cost-benefit analysis**—comparing capex with energy savings to **estimate ROI** and guide **investment decisions**.
- **Optimized expansion plans** for petrochemical units as part of a top Indian refinery's multi-billion-dollar **strategic shift from fuels to chemicals**—future-proofing operations and strengthening long-term margins.

## Education

BE (Chemical Engineering) – *Dr. SSBUICET, Panjab University, Chandigarh | India*

## Accomplishments and Awards

- **S&P Global Kudos**, 2023: Recognized by a key EPC client for exceptional contribution to their strategic evaluation of entry into the defense sector.
- **Bechtel LeadeR+ Award** (8×), 2019–22: Recognized for zero-defect, on-time delivery and cross-functional leadership on multi-billion-dollar global energy projects.
- **Bechtel Personal Performance Award**, 2021: Ranked in the top 20% globally for outstanding cross-project contributions.
- **Merit Scholar**, Panjab University, 2015–19: Awarded full-tuition scholarship (₹2.87L); granted to ~2% of students for consistent academic excellence.
- **Golden Jubilee Scholar**, IICHe–NRC, 2017–18: National award (₹20K) for academic merit, leadership, and extracurricular distinction in chemical engineering.
- **Amrit Kaur Scholar**, Panjab University, 2016–17: One of three students university-wide awarded ₹20K for academic excellence.
- **Class of 1969 Scholar**, Panjab University, 2017–18: One of three students university-wide awarded ₹20K for academic merit.
- **Letter of Excellence**, AZeotropy, IIT Bombay, 2016: Ranked among the top 10 Campus Ambassadors nationally for outreach performance.
- **Certificate of Excellence**, Panjab University, 2015: Recognized for representing the university and winning accolades at national events.

- **Certificate of Merit**, BASF–IIT Industrial Visit Quiz, 2015: National finalist; won an all-expense-paid visit to BASF’s Mumbai facility.

## License & Certifications

Economics of Energy Transition, TU Delft – edX  
Climate Change: Carbon Capture & Storage, The University of Edinburgh – edX  
Sustainable Energy: Design a Renewable Future, TU Delft – edX  
Global Warming I: The Science & Modeling of Climate Change, University of Chicago – Coursera  
Data Science for Engineers, IIT M – NPTEL.  
Inspirational Leadership: Leading with Sense, HEC Paris - Coursera  
Pre-MBA Statistics, IIM Ahmedabad - Coursera  
Excel Skills for Business: Advanced, Macquarie University - Coursera

## Co/Extra-curricular

- **Member**, Consulting Newsletter, S&P Global: Collaborated with project leads to compile concise project summaries for the Consulting Head’s monthly newsletter, circulated firm-wide to highlight high-impact client engagements.
- **One-on-One Mentorship**, S&P Global: Mentored by the Head of Oil Markets, Midstream & Downstream; developed expertise in market analysis, price forecasting, and global oil dynamics through case discussions and hands-on guidance.
- **Delegate**, Activity Committee Meet, Center for Hydrocarbon Technology: Represented S&P Global in high-level discussions on energy sector digitization with senior industry leaders and policymakers.
- **One-on-One Mentorship**, Bechtel: Received structured mentorship from the GM of Energy Transition; gained strategic and operational insights into renewable EPC projects.
- **Student Head – Placement Cell**, Panjab University: Led a 6-member team to manage placements for 102 final-year students.