



# Ritam Ghosh

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## Summary

Consultant with **6 years of experience** leveraging **market analysis**, **competitive benchmarking**, and **Excel-based modeling** to shape Fortune 500 clients' growth strategies, transformations, and multi-billion-dollar investment decisions. Demonstrated leadership across complex cross-functional engagements, driving **~\$1M in consulting revenue** and earning recognition for excellence with **S&P Global Kudos**, the **Bechtel Personal Performance Award**, and **8 Leader+ distinctions**.

## Professional Experience

### Consultant | S&P Global | Gurgaon

Dec 2022 – Apr 2025

- Led **long-term outlooks** and **monthly forecasts** for a major energy client, synthesizing pricing, supply-demand, macro trends, and expert insights across global markets to guide **commercial strategy** and multi-billion-dollar **investment decisions**.
- Managed end-to-end **consulting projects** for a strategic Middle Eastern client, overseeing RFPs, proposals, contracting, and delivery to **secure ~\$1M** in new business and strengthen client relationships.
- Designed and implemented a market-assessment **dashboard** that streamlined margin and market trend tracking, enabling data-driven product and market-mix decisions for a leading Middle Eastern energy client.
- Conducted a global lubricants **market entry assessment** across 8 regions, evaluating market size, industry trends, and competitive dynamics to identify priority geographies for a top oil major.
- Led a cross-country assessment of **defense sector** dynamics across 15 markets, covering national budgets, procurement priorities, policy shifts, and geopolitical risks, to define priority regions for a global EPC client's **market entry** strategy.

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

Jun 2019 – Dec 2022

- Engineered design packages, coordinated global stakeholders, and managed schedules for four **multi-billion-dollar energy projects** in North America, ensuring **on-time, zero-defect project delivery**.
- Optimized the **strategic roadmap** and transition phasing for a leading Indian oil & gas client's multi-billion-dollar **fuels-to-chemicals transformation**, supporting investment decisions and a long-term **transition strategy**.
- Evaluated business **growth opportunities** for the **internal strategy team** by integrating market research, competitive intelligence, and expert insights; delivered executive-level findings to inform **corporate planning**.
- Redesigned refinery steam pipeline insulation and conducted a **cost-benefit analysis** for a leading Indian oil & gas client, enabling ROI-driven **investment decisions**, improving energy efficiency, and reducing operating costs by **~\$800K annually**.
- Developed internal **strategic reports** on emerging **energy transition** technologies (carbon capture, biofuels, petrochemicals), evaluating key players, technology maturity, and competitor strategies to inform **leadership decisions**.

## Education

### MBA (PGPX) – Indian Institute of Management, Ahmedabad | India

2025 – 2026

- *International Immersion Program – ESCP (Berlin & Paris) | Germany, France*

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

2014 – 2018

## Technical Proficiencies

- **Data Analysis & Modeling:** Excel (PivotTables, Macros, basic financial modeling), Python
- **Industry Data & Research:** S&P Capital IQ, S&P Platts Connect, Industry Data Bases (US EIA, IEA)
- **Visualization & Reporting:** PowerPoint, think-cell
- **CRM:** Salesforce

## Accomplishments and Awards

- **S&P Global Awards (2022–25):** Earned S&P Global Kudos for outstanding client support and solution delivery.
- **Bechtel Awards (2019–22):** Ranked among top global performers with the 2021 Personal Performance Award and eight Leader+ distinctions for delivery excellence and cross-functional leadership on multi-billion-dollar projects.
- **Academic Scholarships (2015–19):** Awarded four scholarships totaling ~₹3.5 lakh, including the full-tuition Panjab University Merit Scholarship, IICChE Golden Jubilee Scholarship, Amrit Kaur Scholarship, and Class of '69 Scholarship.
- **Additional Honors:** National-level recognitions, including IIT Bombay Letter of Excellence (2016), Panjab University Excellence Award (2015), and BASF–IIT Bombay Certificate of Merit (2015), for leadership and competitive achievements.

## Co/Extra-curricular

- **Member**, Consulting Newsletter, S&P Global: Curated project summaries in collaboration with project leads for the Consulting Head's monthly newsletter, a firm-wide publication designed to highlight consulting achievements and influence.
- **One-on-One Mentorship**, S&P Global: Selected for the leadership development pipeline, receiving one-on-one mentorship from the Head of Oil Markets to deepen expertise in global market fundamentals.
- **Delegate**, Activity Committee Meet, Center for Hydrocarbon Technology: Represented S&P Global in executive discussions on energy digitization, engaging C-suite leaders and policymakers to advance digital transformation in energy industry.
- **One-on-One Mentorship**, Bechtel: Mentored by the GM of Energy Transition, gaining strategic and operational insights.
- **Student Head – Placement Cell**, Panjab University: Led a six-member team managing placements for 102 final-year students.