



Shreyansh Varma

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Summary

High-impact operations and general management professional with 11+ years at IndianOil, leading cross-functional teams across quality assurance, technical services, project execution, and business development. Experienced in scaling high-value business verticals across LNG, aviation, refinery, and defence, while driving innovation, regulatory excellence, operational efficiency, and reliable execution in complex, asset-intensive energy and manufacturing environments.

Professional Experience

Senior Manager (Cryogenics-QA & Technical Services) | Indian Oil Corporation Limited | Nashik, Maharashtra

- Enabled IndianOil Cryogenics to achieve 5x revenue growth, adding ₹100+ Cr in annual business between 2014 and 2025 by establishing new verticals: Aviation Equipment, Refinery Vessels, and LNG/LCNG Stations
- Spearheaded a 30+ member cross-functional team to deliver IOCL's first 6 fully operational LNG stations worth ₹36Cr, coordinating directly with PMO-monitored timelines to complete commissioning in record industry time.
- Unlocked a ₹100Cr+/year revenue stream by heading end-to-end product development, prototype testing, and mass-production design for LNG fuel tanks.
- Expanded international business footprints by coordinating cross-border testing with TUV SUD in Germany to secure Cryogenic ISO container certifications.
- Co-led a ₹400Cr greenfield plant expansion in Dindori by executing strategic procurement of heavy fabrication machinery equipped with IIoT 4.0 for India's largest Cryogenics manufacturing factory.
- Delivered a critical LoX Handling Skid to Air Liquide (France) for testing before formal handover to NMRL (DRDO).

Manager (Cryogenics-Quality Assurance & Technical Services) | Indian Oil Corporation Limited | Nashik, Maharashtra

- Drove 100% YoY revenue growth by optimizing QA workflows, enabling the Cryogenics division to post its highest-ever turnover in FY 2022-23.
- Contributed to securing an Indian Navy order - the group's largest single contract - by validating a specialized cryogenic system.
- Secured a prestigious GreenCo Silver Rating for the manufacturing facility by steering employee training and report compilation for industrial water management and sustainability innovation.
- Generated ₹3Cr+/year in recurring savings across 5 LNG stations by designing and implementing an innovative boil-off gas loss reduction system.
- Compressed client delivery timelines by 22% by deploying a custom MS Access/VBA project-management tool to synchronize cross-functional milestones.
- Secured 270+ critical statutory approvals by liaising with PESO, BIS, and international third-party inspectors to prevent delivery bottlenecks.

Assistant Manager (Quality Control) | Indian Oil Corporation Limited | Nashik, Maharashtra

- Oversaw development of the Containerized Tank and Module, enabling setup of 50+ Aviation Fuel Points under the RCS UDAN scheme at 50% lower cost and time; subsequently patented by IOCL (2018 21046925).
- Delivered ₹20Cr+ worth of indigenously manufactured Medical Oxygen tankers under PM Cares Fund during COVID.
- Guided development and testing of the 5 kg Aluminium LPG Cylinder, leading to the creation of IS 17613:2021.
- Reduced manufacturing defect rejection rates from 3% to <1% by automating the cryogenic dewar adhesion line.
- Lowered baseline contract tender rates by identifying, testing, and onboarding 30+ specialized manufacturing vendors, while resolving technical and commercial queries for 200+ active tenders on GeM/e-Tendering portals.

Officer (Production) | Indian Oil Corporation Limited | Nashik, Maharashtra

- Developed India's first 19kL Aviation Refueller and delivered 60+ units to multiple locations across India.
- Managed a ₹10Cr+ product portfolio, coordinating production, design, and quality assurance to deliver pressure vessels to major refineries.
- Slashed component costs by 80% by manufacturing IOCL's patented CLO and feed injector technology for the Gujarat Refinery.
- Substituted expensive imports to cut costs by 60%+ by developing indigenized components such as compensator venturis, 4-way valves, and visi-flows.
- Integrated a high-capacity 75kL LN2 storage tank system worth ₹2Cr+ for ISRO's spacecraft cryogenic-engine testing setup.

Education

B. Tech (Mechanical Engineering) – *Nirma University, Ahmedabad* | India

Accomplishments and Awards

- Promoted for exemplary performance (2014-2026) - Earned three fast-track promotions (Officer to Senior Manager) - the minimum at IOCL for outstanding results and leadership.
- Group Leader - winning Action Learning Project, HANSA Leadership Program; led free eye-screening camps raising ₹150k+ and benefiting 1,600+ people.
- Represented Team Nirma and secured 2nd place at Robocon India 2012, a national robotics competition organized by Doordarshan with 66 engineering institutions.
- Led 6-member team as Management Representative / Nodal Officer through external audits, securing ISO 9001 renewal with zero non-conformities.

License & Certifications

- General Management Program - “Cutting Edge for Wealth Creation”, MDI Gurgaon / IOCL, 2025.
- HANSA Leadership Development Program, IIM Raipur / IOCL, 2024.
- Lean Six Sigma Green Belt Certification, KPMG, 2026.
- Harvard ManageMentor: Completed 41 courses as part of a selected employee program.
- Excel skills for Business: Advanced, Macquarie University, Australia.

Co/Extra-curricular

- Recognized as a subject matter expert on Cryogenics - Quality Control module for Swadhyaya, IndianOil's e-learning platform, creating top-rated content.
- Organized an expansive green-canopy drive in Nashik, gathering volunteers to plant 250+ tree saplings while driving public environmental awareness.
- Served as Technical Head, Mechanical Engineering Students' Association, Nirma University; led events, sponsorships and industry-academia interactions.
- Member of the team which secured second place in drama competition at the cultural festival of Nirma University; contributed to script, stage execution and performance delivery.