



Subhasri Sengupta

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Summary

Operations and retail sales leader with 10+ years of experience managing large-scale fuel retail networks and driving critical infrastructure development across India's energy supply chain. Skilled in leading end-to-end business development, digital transformation, and greenfield project execution — from EV charging and solarization rollouts to pioneering India's first floating petrol pump. Currently overseeing a ₹2,500 Cr market in Mumbai, with a track record of sustained market share growth, high-value modernization projects, and cross-functional impact at Indian Oil Corporation Limited.

Professional Experience

Manager – Retail Sales | IOCL | Mumbai (May '25 – April '26)

- Led a **₹2,500 Cr market** in Mumbai city hub; achieved **1.5% petrol & 2.1% diesel** market share growth.
- Led teams to identify locations for new outlets, **EVCS/CNG infrastructure** and key modernisation projects.

Manager – Retail Sales | IOCL | South 24 Parganas (Jun '23 – Apr '25)

- Led bulk diesel business in South Bengal's Fishing Trawler belt, securing **80% market share** and **₹1,000 Cr** annual turnover.
- Developed a **5-year network expansion blueprint**, shortlisting **27 high-potential sites** projected to add **~₹500 Cr** in revenue.
- Built **5 greenfield fuel stations** end-to-end, including land acquisition and regulatory approvals.
- Conceptualised and commissioned **India's first floating petrol pump** in South Bengal to address fuel quality and access issues for fishermen, while working with local police to curb illicit diesel inflows from Bangladesh in the 24 Parganas belt.

Assistant Manager – Retail Sales | IOCL | Kolkata (Jun '20 – May '23)

- Oversaw **50+ gasoline outlets** (petrol pumps); added high-volume channels contributing **₹400 Cr** annually.
- Led **XP100 rollout**, EV charging, solarization, automation, N2 air and **XTRAPOWER** fleet loyalty card program.
- Coordinated fuel supply to WB Govt depots during Covid when other competitors could not supply; added **₹180 Cr** annual revenue.
- Achieved sustained growth across Petrol, Diesel, XP95/100, Lubes & Diesel Exhaust Fluid categories.
- Earned **Special Recognition for Extraordinary Bravery** for managing a midnight fire crisis at a key Kolkata outlet, and received the **National Suggestions Scheme Award 2022** and **The Manjunath Award (2020 & 2021)** for exceptional performance in Retail Sales.

Assistant Manager – Paharpur Lubricants Plant | IOCL (May '19 – May '20)

- Led modernization of Paharpur Plant; commissioned advanced filling lines & infrastructure.
- Executed **₹165 Cr** modernization tenders and ensured seamless transition to new facilities.

Operations Officer – Budge Budge Lubricant Plant | IOCL (Sep '15 – Apr '19)

- Directed a **30-member maintenance team**; ensured **100% utilization** of annual CAPEX.
- Achieved **zero reportable incidents** for 18 months.
- Managed **15+ Annual Maintenance Contracts**; reduced downtime by **30%**.
- Awarded the **Shrishti 2018 National Award** for Best Idea for Technology Adoption and the **Srishti 2016 Award** for Most Innovative Process Improvement.
- Received Special Recognition for Outstanding Contribution at **Project Lakshya**, a pan-India operations improvement project in collaboration with AT Kearney.

Education

B.Tech (Electrical Engineering) – NIT Durgapur (Silver Medalist)

2015

Accomplishments and Awards

- Received **Special Recognition for Extraordinary Bravery** for successfully managing a midnight fire crisis at a key Kolkata outlet, coordinating with local authorities, the West Bengal government, and the media.
- Awarded the **National Suggestions Scheme Award 2022** for contributing the highest number of implementable solutions.
- Received **The Manjunath Award (2020 & 2021)**, Kolkata Divisional Office, for exceptional performance in Retail Sales across IOCL.
- Won the **Shrishti 2018 National Award** for Best Idea for Technology Adoption and the **Srishti 2016 Award** for Most Innovative Process Improvement.
- Recognized for Outstanding Contribution at **Project Lakshya**, a pan-India operations improvement initiative conducted in collaboration with AT Kearney.

Co/Extra-curricular

- **First Division with Distinction** in Bharatanatyam — awarded the title “**Sangeet Bivakar**” (7th year) by Bangiya Sangeet Parishad; 18 years of formal training with multiple stage performances.
- **Fourth-year certificate holder** in Fine Arts, Prachin Kala Kendra.
- **Third-year certificate holder** in Vocal Classical Music & Rabindra Sangeet, Prachin Kala Kendra; self-taught guitarist for 7 years.
- **Active in strength and endurance training**, including powerlifting and distance/half-marathon running.