



Vaishak Nair

E-Mail: x26vaishaku@iima.ac.in Mobile: +91 9969408379 LinkedIn: www.linkedin.com/in/vaishak-iima

Summary

Operations & business development leader with 9+ yrs work ex in the downstream oil and gas supply chain. Proven track record of leading large-scale, high-impact and complex infrastructure upgrades and implementing new projects for improving operational efficiencies and cost-effective solutions through innovation and data-driven decisions. Expert in cross-functional collaboration and stakeholder relationship management.

Professional Experience

Manager – Retail Sales | Indian Oil Corporation Limited | Thrissur, Cochin Division

- Managed sales and logistics across 64 retail outlets (~\$150M annual turnover), implementing tank interlock systems for real-time inventory monitoring. Ensured zero stockout incidents and streamlined quality/safety compliance across all outlets.
- Led the commissioning of 4 outlets and the revival of 1 outlet on NH66 and rural markets by cross-agency and stakeholder coordination, unlocking 120 Cr in annual revenue potential.
- Drove sell-out of ~100 KL of Servo lubricants, generating ₹5 Cr in revenue and achieving 10% YoY growth for the sales area.
- Drove 24 crores INR in new revenue by onboarding new customers, negotiating tailored credit terms and discount incentives with key stakeholders.
- Executed ₹4 Cr infrastructure for alternate fuel rollout by sourcing right-sized EV suppliers for deployment at 10+ dealer sites and commissioning 4 CNG stations, driving vendor coordination, site readiness, and ESG-aligned execution.

Manager (Operations and Maintenance) | Indian Oil Corporation Ltd | Calicut

- Led \$500K, 515 KL ethanol facility commissioning project (end-to-end execution) for national E20 program delivering 48,000 MT annual CO₂ savings and enabling 2.4 lakh MT E20 rollout across northern Kerala.
- Directed high-throughput fuel terminal serving 350 outlets, leading 40-member team dispatching ~800 TKL of fuel. Sustained uptime and compliance, underpinning \$1.016B in annual sales revenue.
- Spearheaded TAS automation, leading a 3-member team to re-engineer ethanol loading via PLC/SCADA modification, cutting down on consignment filling time by 40%, and overtime costs by approx. 38%.
- Delivered tank firefighting system upgrade for ₹35L against an estimated ₹1.5Cr (~77% cost savings) by redesigning tank safety infrastructure and optimising system specifications, while enhancing statutory compliance and fire-protection coverage.
- Led end-to-end execution of a 40 kWp solar plant, conducting feasibility, EPC procurement/contracting, and statutory approvals through grid synchronisation and commissioning, cutting down annual EB consumption by 10%.
- Repurposed a 2,800 KL storage tank from HSD to MS service by leading a cross-functional team of 10 through feasibility scoping, tendering, and HAZOP/PESO-compliant execution, cutting annual demurrage charges by ₹1 crore.
- Partnered with KSPCB to formulate Kerala's state-wide biodiesel storage and handling policy, translating operational realities into enforceable safety and environmental norms impacting 50 major hazardous industrial units across the state.
- Independently handled estimation, approval, and awarding of ~₹30 crore in revenue and maintenance contracts (FY22–FY26), managing BOQs, tendering, and internal approvals end-to-end. Administered contracts through execution and closeout, progress monitoring, variation management, billing, and statutory compliance.
- Led conversion of 3,240 KL Kerosene storage tank to MS service, raising utilization from 75% to 95%, eliminating \$0.2M annual opportunity cost, and unlocking ~\$40M/year incremental revenue.
- Led SAP/TAS upgrade for BS-IV to BS-VI transition, scoping material codes, gantry reconfiguration, and billing changes. Cut Sulphur ~80%, NO_x ~70%, particulate matter ~80% with zero dispatch disruption.

Operations Officer | Indian Oil Corporation Ltd | Belgaum

- Managed quality and supply chain operations at a USD 250M fuel terminal serving ~150 outlets in northern Karnataka.
- Ensured uninterrupted fuel supply by coordinating daily dispatches through SAP with field officers & transporters.
- Supervised storage and movement of ~52 million gallons annually, maintaining operational efficiency.
- Implemented SAP-based preventive maintenance by mapping assets and reducing breakdowns.

Education

- **Bachelor of Engineering (Mechanical Engg)** – University of Mumbai.

Accomplishments

- Earned three consecutive awards (FY 2021–24) for best HR practices and highest HR index in the southern region.
- Bagged the pan-India runner-up prize for highest operational excellence and best maintenance practices for FY 24-25.
- Got promoted to Assistant Manager in 2020 based on outstanding performance rating in FY 2018-19.
- Got promoted to Manager in 2024 based on continued top-tier performance.

Certifications

- Gen AI for business leaders and executives, IBM, Coursera.
- Understanding banks and financial markets, Udemy.
- Excel skills for Business Advanced, IIM Ahmedabad, Coursera.
- Pre-MBA statistics, IIM Ahmedabad, Coursera.

Co-curriculars/CSR

- Volunteer teacher at E-Vidyaloka since June 2025, supporting digital education for rural children.
- Coordinated emergency fuel and supply logistics for Kerala Police and rescue teams during the 2024 Wayanad landslides, ensuring uninterrupted support for round-the-clock search-and-rescue operations.
- Led a clean-up drive in Feroke as part of Swachhtha Fortnight Mission (July 2022).
- Organized a blood donation camp at Calicut terminal with ~50 successful donations (March 2024).
- Coordinated a COVID-19 vaccination camp for employees and local residents in Belgaum (2021).