



Vishnu Teja Gujarathi

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Summary

Operations and supply chain leader with 6+ years at India's largest petroleum corporation. Skilled in terminal operations, pipeline logistics, and ocean tanker management, with hands-on experience in retail business ownership and P&L management. Adept at cross-functional leadership, infrastructure project execution, process automation, and stakeholder coordination across government, contractors, and trade partners.

Professional Experience

Assistant Manager (Retail Sales) | Indian Oil Corporation Limited | Kadapa RSA

Apr 2024 – Mar 2026

- Owned ₹600 Cr District Retail P&L as sole accountable officer, driving revenue growth, operational efficiency and compliance across all commercial dimensions.
- Drove 50% revenue growth in the Non-Fuels segment through data-backed promotional schemes and targeted product mix optimisation across retail outlets.
- Achieved 5% Y-o-Y sales growth by onboarding 30+ fleet operators onto the IOCL Loyalty Programme through structured engagement campaigns and strategic fleet tie-ups.
- Executed the "Focus RO Project" worth ₹10 Cr, modernising 50 retail outlets and upgrading infrastructure and customer experience facilities without disrupting ongoing sales.
- Handled 5 retail outlet construction projects (₹2 Cr each) from inception to commissioning, conducting feasibility and vehicle manoeuvrability assessments and coordinating Engineering Contractors, District Authorities and NHAI for timely delivery.
- Expanded IOCL's retail outlet network by 10% within 1.5 years through comprehensive market surveys identifying high-potential locations to drive the market share growth.
- Identified and secured 4 strategic retail sites by negotiating with 3 departments of the Andhra Pradesh Government, establishing government-operated outlets that elevated IOCL's brand perception.
- Revived 4 closed retail outlets via ad-hoc operational models, preventing an estimated 6% revenue loss and preserving IOCL's market presence in the district.
- Conducted 100+ safety audits and led compliance under the IOCL Retail Transformation Project (Dhruva), achieving 100% service excellence benchmarks.
- Coordinated training for 400+ customer attendants on safety protocols and emergency response, improving district Safety Index by 5% and Service Index by 3%.

Senior Operations Officer | Indian Oil Corporation Limited | Chennai Foreshore Terminal

Nov 2019 – Apr 2024

- Commanded the Operations Control Room of the entire Storage & Supply Terminal, overseeing a throughput of 2,35,000 Metric Tons of fuel per month across all product categories.
- Managed Ocean Tankers carrying petroleum products to the tune of 31 Lakh MTs per annum, coordinating Exports, Imports and Domestic coastal movement with Traders, Buyers, Customs, Excise and Port Authorities.
- Executed bunker fuel supplies to vessels at 2 Major Ports and 3 Minor Ports, amounting to 1,68,000 MTPA through a multi-modal supply chain – Pipeline, Truck and Bunker Barges.
- Finalised a barge tender valued at ₹70 Cr, establishing a robust supply framework catering to the bunker fuel needs of 5 ports across Tamil Nadu.
- Designed and executed a new pipeline project at Chennai Port, streamlining trade logistics and supply chain efficiency, directly driving a 30% growth in bunker fuel sales volumes.
- Executed 750+ pipeline transfer operations end-to-end, encompassing product receipt, storage, quality confirmation and downstream transfer to distribution points, maintaining zero quality and full regulatory compliance throughout.
- Led in-house development of a Barge Loading System Automation project with Honeywell India Ltd., integrating tank data to motor controls and reducing barge overloading incidents by 10 per annum.
- Spearheaded product changeover in pipelines, enabling strategic supply of Military-grade fuel to Indian Naval Vessels.
- Directed SAP Ocean Loss Accounting Module development – requirements, design, coordination and testing – delivering a 3% reduction in man-hours and a streamlined accounting process.
- Drafted 10+ Standard Operating Procedures for supply location operations covering tanker loading, bulk bunker indent execution and barge operations change management.
- Led multi-tier teams of 5 colleagues, 10 employees and 50+ contract workers in pipeline transfer operations, ensuring strict adherence to safety protocols.
- Involved in planning production and evacuation of refinery products from Chennai Petroleum Corporation Limited (CPCL) and coordinated with the Refinery Coordination Office for pipeline transfer scheduling across the Chennai Terminal Cluster.
- Mentored a team of 5 Apprentices on safety protocols, ERP accounting procedures and operations readiness;

Education

B.Tech – Mechanical Engineering – National Institute of Technology Karnataka | Surathkal, India

2015 – 2019

Accomplishments and Awards

- Awarded First Prize, Marketing Presentation, at ATV BAJA SAE India competition.
- Awarded outstanding performance in 2 consecutive years for exceeding performance benchmarks and achieving KPIs
- Honored with the "Outstanding Performance" award by the Executive Director for driving B2B client acquisition, securing the highest volume of fleet customer onboardings across the Andhra Pradesh and Telangana regions.

License & Certifications

Lean Six Sigma Green Belt, KPMG India

Co/Extra-curricular

- Elected IOOA Representative for Chennai-based locations; resolved employee grievances and concerns.
- Identified CSR opportunity with LV Prasad Eye Institute's new Kadapa centre; conducted needs assessment for emergency vehicles and low-vision exam rooms, strengthening IOCL's community brand commitment.
- Volunteered to train newly joined officers, providing insights into organisational processes and career growth in the energy business.