

EFPM 2020

Name: Harsh Martand



Area: Marketing Management

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Educational Qualifications: B. Tech (Mechanical Engineering) - BIT Sindri, Dhanbad (2004)

Overall Experience: 16 years in the areas of Research & Design (Aircraft Engine & Test Bed), Operations, Logistics, and Sales (Petroleum & Natural Gas).

Present Employment: Manager (Sales) at Bharat Petroleum Corporation Limited (May'2006 - Present)

Previous Employments: Design Engineer at Engine & Test Bed Research & Design Centre, Hindustan Aeronautics Limited, Bangalore (Jan'2005 - April'2006)

Profile Summary:

- Design of aircraft engine test beds at Engine & Test Bed Research & Design Centre, HAL, Bangalore (Jan'2005 - April'2006).
- Operations & Logistics for Marketing of Liquefied Petroleum Gas in East (U.P.) for Bharat petroleum Corporation Limited. Key areas of specialization included Production planning, Logistics optimization, Risk analysis and mitigation (May'2006 - March'2010).
- Coordination of sales activities for marketing of Liquefied petroleum Gas in UP, Bihar and Tamilnadu for Bharat petroleum Corporation Limited. Key areas of specialization included Channel management, Demand forecasting, and customer relationship (April'2010 - Present).

Achievements:

- Member of team designing India's first "Universal test bed" for MIG series aircraft engines at HAL, Bangalore in 2005.
- Part of 3 member commissioning and pilot project team for first of its kind in Oil industry, Micro LPG plant at Gonda, UP in 2006.
- Implementation of various flagship social initiatives of Ministry of Petroleum & Natural Gas (MoPNG), viz. Direct Benefit Transfer to LPG Customers Scheme in 2014, Give it Up Scheme in 2015, Pradhan Mantri Ujjwala Yojna in 2016-19, and Pradhan Mantri Garib Kalyan Yojna in 2020 at various markets of UP, Bihar and Tamilnadu.