

SAROJ KUMAR MOHAPATRA

Senior Oil & Gas Professional | Process & Digital Consultant

Advisor — SRISARC ENERGY
PVT LTD

+91-7799778252 / 7205303332

sarojmoh@gmail.com

Noida (NCR), Uttar Pradesh

EXECUTIVE SUMMARY

Saroj Kumar Mohapatra is a seasoned Oil & Gas professional with 22+ years of leadership experience spanning upstream and midstream operations, commercial strategy, gas & condensate marketing, regulatory affairs, business process design & optimization, SOP development, and large-scale ERP/digital implementations across India's energy sector. He brings a rare combination of deep domain knowledge and structured process thinking — enabling him to diagnose operational gaps, design optimized end-to-end workflows, prepare comprehensive Standard Operating Procedures (SOPs), and successfully implement software and digital solutions in complex petroleum sector environments.

As Senior Advisor to Srisarc Energy Pvt Ltd, Mr. Mohapatra offers end-to-end consulting across business process design, process re-engineering & optimization, SOP formulation, software implementation, and commercial strategy — serving refineries, upstream producers, midstream operators, and energy trading organizations. His engagements span the full consulting lifecycle: from AS-IS process assessment and gap analysis, through TO-BE process design and SOP documentation, to technology solution implementation and post-go-live optimization.

CONSULTING SERVICE AREAS

Mr. Mohapatra advises Srisarc Energy clients across the following inter-related domains:

Business Process Design & Re-engineering	SOP Development & Documentation	Software & ERP Implementation
Process Optimization & Efficiency Improvement	Commercial Operations & Contract Management	Regulatory Compliance & Governance
Petroleum Product Marketing & Tendering	Change Management & Stakeholder Alignment	Market Strategy & Business Development

CORE COMPETENCIES

- Business Process Design, Mapping & Re-engineering
- SOP Preparation, Review & Documentation
- Process Optimization & Workflow Automation
- ERP / CRM Software Implementation (SAP)
- Petroleum Product Tendering & E-Tendering
- Crude Oil, Condensate & Natural Gas Marketing
- Digital Platform Design for Gas & Oil Markets
- Contract Management (GSPA, GTA, SPA, Offtake)
- Scheduling, Invoicing & Commercial Reconciliation
- Regulatory Affairs — PNGRB, DGH, MoPNG
- Market Strategy, Pricing & Customer Development
- Stakeholder Engagement, Negotiations & BD

PROFESSIONAL EXPERIENCE

Senior Advisor — Oil & Gas Process & Digital Consulting
Srisarc Energy Pvt Ltd (Independent Consultancy Role)

2025 – Present

- Providing end-to-end advisory on business process design, SOP development, and process optimization for petroleum sector clients including refineries, upstream operators, and marketing organizations.

SAROJ KUMAR MOHAPATRA

Senior Oil & Gas Professional | Process & Digital Consultant

Advisor — SRISARC ENERGY
PVT LTD

- Conducting AS-IS assessments of operational workflows, identifying inefficiencies, and designing optimized TO-BE processes supported by detailed SOPs and implementation roadmaps.
- Leading consulting engagements for software implementation projects — defining functional requirements, process flows, and user acceptance criteria based on domain expertise.
- Spearheading LNG terminal and gas marketing commercial strategy engagements — including process design for contract execution, regulatory alignment, and multi-party agreement management.
- Advising on regulatory compliance frameworks (DGH, PNGRB, USIBC, IEA) and embedding requirements into process design and SOP documentation for client organizations.
- Supporting business development through client engagement, proposal preparation, and solution design across process consulting and digital implementation mandates.

Assistant Vice President – Business Development & Market Operations

2020 – 2025

Indian Gas Exchange (IGX)

- Founding commercial team member of India's first Gas Exchange; designed the operational model and process architecture for gas trading and market operations from scratch.
- Developed and documented comprehensive SOPs for gas trading, nomination, clearing, settlement, and invoicing workflows — forming the operational backbone of the Exchange.
- Led end-to-end process design and optimization for the IGX digital trading platform: defined functional requirements, process flows, coordinated UAT, and drove change management for all market participants.
- Designed innovative trading products, auction mechanisms, and pricing benchmarks — identifying process gaps and re-engineering workflows to improve market efficiency and transparency.
- Championed integration of automated nomination, scheduling, and settlement modules, significantly reducing manual touchpoints and cycle times across commercial operations.
- Represented IGX in regulatory consultations with PNGRB and MoPNG, translating regulatory mandates into process-level SOPs and system configuration requirements.

Deputy General Manager – Marketing & Contracts H-Energy Group

2017 – 2020

- Led development of LNG import and RLNG terminal commercial models; designed end-to-end process workflows for cargo procurement, allocation, and contract execution.
- Authored SOPs for LNG cargo tendering, vendor qualification, bid evaluation, and contractual onboarding — standardizing processes across the commercial team.
- Drove implementation of a contract management digital tool: mapped existing processes, identified optimization opportunities, and configured the system to reflect optimized workflows.
- Managed cross-functional teams across contracting, taxation, and digitalization, ensuring process alignment between commercial, legal, finance, and IT functions.
- Secured Lol for Haldia RLNG Terminal through structured negotiation processes and optimized commercial frameworks.

Head – Marketing (Upstream)

2014 – 2017

Gujarat State Petroleum Corporation (GSPC), KG Basin

- Headed gas and condensate marketing for KG Basin upstream assets; designed and documented commercial operations processes covering tendering, custody transfer, dispatch scheduling, and invoicing.
- Led a business process re-engineering initiative to digitize and optimize commercial reporting, production reconciliation, and customer billing workflows — reducing manual errors and turnaround times.
- Prepared detailed SOPs for upstream petroleum product marketing operations including buyer qualification, price discovery, allocation, scheduling, and payment reconciliation.
- Introduced an automated invoice and payment tracking system following process redesign; reduced billing disputes with gas buyers and improved cash flow management.
- Ensured full compliance with PNGRB and DGH frameworks, translating regulatory requirements into process-level controls and documented SOPs.
- Played a lead role in KG Basin field monetization — formulating marketing strategies, pricing frameworks, and executing offtake agreements.

SAROJ KUMAR MOHAPATRA

Senior Oil & Gas Professional | Process & Digital Consultant

Advisor — SRISARC ENERGY
PVT LTD

Senior Manager – Marketing, Exports & Contracts Reliance Industries Limited (Oil & Gas Division)

2005 – 2014

- Managed gas marketing and condensate portfolios from KG Basin domestic production; oversaw GSPAs with consumers & traders, GTAs with transporters, and RLNG import contracts.
- Played a key role in SAP CRM implementation for marketing functions — led requirements gathering, process mapping, data migration, user training, and go-live support, making this one of the early CRM rollouts in Indian upstream O&G.
- Developed and documented SOPs for contract execution, LC management, and export documentation workflows — standardizing practices across the marketing division.
- Implemented an automated scheduling and nominations module integrated with SAP following a process optimization exercise; reduced manual reconciliation effort by approximately 40%.
- Led process optimization of the LC management and contract tracking workflow, improving documentation accuracy and reducing processing time by approximately 30%.
- Supported commercialization of KG Basin upstream fields: contributed to contract structuring, regulatory compliance processes, and domestic gas allocation workflows.

KEY ACHIEVEMENTS

★	Designed the full operational process architecture and authored SOPs for India's first Gas Exchange (IGX) — covering trading, nomination, settlement, and regulatory reporting workflows.
★	Led end-to-end SAP CRM implementation across three major oil & gas projects at Reliance Industries — from process mapping and requirements gathering to go-live and user adoption.
★	Drove business process re-engineering initiatives at GSPC (KG Basin) resulting in digitized commercial operations, reduced billing disputes, and improved cash realization.
★	Authored comprehensive SOPs for petroleum product marketing operations at GSPC — covering buyer qualification, price discovery, scheduling, invoicing, and regulatory compliance.
★	Pioneered e-tendering and contract management digital tools at H-Energy Group; prepared SOPs for end-to-end LNG cargo procurement and onboarding processes.
★	Process optimization at RIL resulted in approximately 40% reduction in scheduling reconciliation effort and approximately 30% faster LC/contract processing through workflow redesign and automation.
★	Collaborated internationally across US, Europe, and Asia for market development, regulatory alignment, and process improvement initiatives in the LNG and gas trading space.

EDUCATION & QUALIFICATIONS

Qualification	Institution	Year
Executive Management Program	IIM Bangalore	2008
MBA — International Business	FIIB, New Delhi	2004
B.E. — Mechanical Engineering	Utkal University	2001

WHY ENGAGE SAROJ KUMAR MOHAPATRA VIA SRISARC ENERGY

Mr. Mohapatra's engagement through Srisarc Energy brings clients a practitioner-led consulting model — where advisory is grounded in hands-on, real-world experience rather than generic frameworks. Key differentiators include:

SAROJ KUMAR MOHAPATRA

Senior Oil & Gas Professional | Process & Digital Consultant

Advisor — SRISARC ENERGY
PVT LTD

- **Process-First Approach:** Every engagement begins with rigorous process assessment and design before any technology or tool is recommended — ensuring solutions are operationally grounded.
- **SOP as a Deliverable:** Clients receive fully documented, ready-to-deploy SOPs aligned to their specific operations — not just high-level recommendations — enabling immediate operational adoption.
- **Domain Depth Across the Value Chain:** From wellhead to customer — upstream production, midstream transportation, refinery operations, and downstream marketing — providing contextual process advice at every stage.
- **Technology-Agnostic Implementation Guidance:** Experienced across SAP, custom digital platforms, and trading systems; able to evaluate, configure, and optimize solutions regardless of the technology stack.
- **Regulatory Intelligence Embedded:** Deep familiarity with DGH, PNGRB, and MoPNG requirements ensures process designs and SOPs are compliant by design, reducing rework and regulatory risk.
- **Proven Change Management:** Experience driving adoption of new processes and systems across large, diverse teams in public and private sector oil & gas organizations.

*This profile has been prepared by Srisarc Energy Pvt Ltd for client submission purposes.
All information is confidential and intended solely for the designated recipient.*