

Naveen Goyal

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EDUCATION

Texas A&M University, Mays Business School	College Station, Texas
<i>Master of Business Administration</i>	May'25
<i>Master of Science in Analytics (STEM)</i>	May'25
National Institute of Technology, Warangal	Warangal, Telangana
<i>Bachelor of Technology in Metallurgical & Materials Engineering</i>	Apr'13

EXPERIENCE

Indian Oil Corporation Limited India

Project Manager Jun'22 - Jun'23

- Led cross-functional team of 10 to execute \$3M sustainable development projects, delivering annual energy savings of \$600K over next 25 years
- Collaborated with four teams to establish 15 clean energy stations in untapped markets; coached retailers to conduct educational workshops for 200K+ people, growing market share by 8%
- Administered CAPEX budget planning and managed 50+ stakeholders to deliver \$8M projects, increasing production capacity by 20% across five key supply locations
- Evaluated institutional client needs and introduced doorstep fuel delivery service through cloud-based mobile app, resulting in \$1M additional revenue

Assistant Operations Manager Jun'17 - May'22

- Optimized \$10M logistics contract through centralized management and strategic alliances with 25 high net-worth stakeholders, achieving \$500K savings
- Diagnosed bottlenecks and introduced process automation by integrating robotic machinery, enhancing operational efficiency by 15%
- Spearheaded the creation of an e-marketplace portal and pioneered vendor development initiatives to catalyze competitive bidding from a pool of 10K+ SMEs, resulting in 7% annual cost savings
- Trained 100+ executives to ensure uninterrupted supplies of essential commodities during COVID pandemic, increasing revenue by 3%

Operations & Supply Chain Associate Dec'13 – May'17

- Streamlined supply chain distribution model through historical data analysis in MS Excel for delivering petroleum products to over 300 fuel stations, achieving 10% reduction in lead time
- Orchestrated the implementation of preventive maintenance module in SAP, facilitating equipment maintenance planning and inventory management, leading to 10% reduction in downtime
- Developed and implemented standard operating procedures using Six Sigma Lean methodologies, delivering 15% defect reduction and elevating customer satisfaction by 10%

LEADERSHIP & INVOLVEMENT

District Administration, Government of India

CSR Manager (Social Impact) Jun'22 – Jun'23

- Directed 10 Corporate Social Responsibility (CSR) projects worth \$350K, supporting over 1M socio-economically disadvantaged people

Program Manager (Economic Impact) Jun'17 – May'22

- Gathered and analyzed customer data points of four Oil Marketing Companies (OMC) to track real-time progress of the largest cash transfer program in the world; facilitated subsidies of \$18M to 430K customers

SKILLS, ACTIVITIES & INTERESTS

Technical Skills: MS Office, SQL, Tableau

Certifications & Training: Advanced Lean Six Sigma Yellow Belt Certification, Data Analysis using Excel, Google Data Analytics Professional Certificate

Activities: Mays Consulting Club, Clean India Ambassador, Corporate relations coordinator in under-graduation

Interests: Traveling, Hiking, Cooking