

Prateek Gayakwad

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EDUCATION

Texas A&M University, Mays Business School

College Station, TX

Master of Business Administration

May'25

Master of Science in Analytics (STEM)

May'25

Maulana Azad National Institute of Technology

India

Bachelor of Technology in Mechanical Engineering

May'15

EXPERIENCE

BHARAT PETROLEUM CORPORATION LIMITED (BPCL)

India

Project Manager, Strategic Initiatives

Apr'20 – May'23

- Led 16-person cross-functional team of sales and operations to develop client specific strategies and campaigns, resulting 20% annual growth of \$25 million in 3 market spaces
- Commissioned India's first all-women gas station, leading to design of model framework for replication across state, fostering BPCL's values of diversity and inclusion
- Spearheaded green fuel project at 50 outlets by analyzing market potential, on-boarding new channel partners, and negotiating with external stakeholders, adding \$38 million additional annual revenue
- Collaborated with extended eco-system of internal and external stakeholders across 3 states to build over 100+ solar plants at gas stations, contributing ~1000 kW to renewable energy portfolio
- Headed 10-member crisis management team to reconfigure supply chain model using predictive analytics during plant breakdown, ensuring uninterrupted supplies to 200 gas stations

Assistant Manager, Business Strategy & Operations

Apr'18 – Mar'20

- Strengthened supplier management via collaborative negotiations, and continuous risk assessments, reducing supplier lead times by 5% and saving \$150K annually
- Anchored digital transformation journey of gas stations by implementing 100% automation across network in year, leading to 20% reduction in overhead costs and saving \$180K annually
- Piloted change management project to improve utilization of automated forecasting and demand planning at 60 gas stations, reducing inventory level at plant by 5%
- Leveraged market gap analysis using data points from 1000+ outlets to help develop customer-centric product, increasing customer satisfaction by 15% and market share by 1%

Business Development Associate

May'15 – Mar'18

- Analyzed data on operational losses at 150 gas stations and recommended optimum inventory level, resulting in 0.5% reduction in operating losses and saving \$95K annually
- Designed logistical indent vs demand matrix in excel to improve allocation planning of fleet during demand surge, boosting fleet utilization by 15%
- Implemented web-based process monitoring application, reducing downtime at gas stations to 1% from industry average of 5%
- Supervised team of 100 contract staff in operation of company owned and company operated gas station

LEADERSHIP

Petroleum Conservation Research Association

India

Volunteer Coordinator

May'15 – May'23

- Drove sustainability initiatives by delivering strategic consulting to 100+ small scale businesses, cultivating 1000+ trees and hosting 50+ talk show at public schools, contributing to reduction in state's carbon footprint
- Organized state-level event of 100k+ audience to commemorate inauguration of India's first LNG plant

SKILLS, ACTIVITIES & INTERESTS

Technical Skills: Power BI, Tableau, Python, SAS, Microsoft office

Certifications: Sustainability Certification (University of Illinois), Certification in General Management (IIM-C)

Activities: Mays Consulting Club, MBA Association, Society of Automotive Engineers (India)

Interests: Cooking (International cuisine with Indian twist), baking, gardening, and road trips