Muralidharan

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***Career Aim***

Having over 30 years of result oriented accomplishments in various capacities in one of the most outstanding oil companies in India (Bharat Petroleum Corporation Ltd., Sales turnover-more than 34 Billion USD) , Conoil plc, Nigeria one of the premier oil marketing company in Nigeria ASCA, which is a major supplier of Bitumen in Nigeria and in SKA International in Iraq looking forward for senior level position in Sales and Marketing/ Operations/ HSE.

***Core Strength***

Oil Terminal management, Bitumen Plant Management

Safety Management, Retail Sales Management

Lubricants Marketing, Shipping

Logistics, ISO certification

Training, Audit

Recruitment, Fleet Management

Security

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***Some of the important training programs attended***

**Industrial Risk Management**

by Administrative Staff College of India, Hyderabad

**Oil Industry Safety Workshop**

by Ministry of Petroleum & Natural Gas, India

**International Seminar on safety & fire Engineering**

By Cochin University of Science & Technology

**Risk Based Safety Management**

by Indian Institute of Chemical Technology, Hyderabad

**Environmental Management Systems course- ISO 14001**

by LRQA, Delhi

## **Camouflage and Deception course**

## by College of Military Engineering, Pune

**Oil spillage & Recovery**

by Coast Guard, India

***Courses completed***

From OSHAcademy, USA (Conforms to OSHA & ANSI)

**Oil and Gas Safety & Health Professional Program**

**Oil and Gas Safety & Health Manager Program**

**Oil and Gas Safety & Health Trainer Program (Train the trainer)**

**Oil and Gas Safety & Health Specialist Program**

***Experience***

**Sep 2013 – Till date**

* Enrolled in OSHAcademy,USA and completed Oil and Gas Safety & Health **Professional, Manager, Trainer and specialist** programmes to enhance my safety knowledge.
* Studied Project management.
* Studied Nifty equities, futures and options trading

**May 2012-Aug 2013**

Terminal Manager - SKA International, Basrah, Iraq.

* Joined when the Terminal was under the early stages of construction and monitored the entire construction activities till all facilities completed and was reporting to Fuel Director/MD on progress made.
* Carried out pre-commissioning activities such as flushing of pipelines/ tanks, Auto gauging systems on tanks, gantry facilities, fire fighting facilities, calibration of tanks, SCADA system, gantry loading system, control room, jetty facility etc.,
* Involved in recruitment of operators, technicians, security guards and other staff for the Terminal. Facilitated induction training and safety training to all through third party.
* Conducted trainings in safety, product knowledge and operating procedures.
* Developed safety policies and procedures.
* Developed operating procedures.
* Facilitated HO in designing Sales and stock documents.
* Conducted JHA.
* Procured furnitures, tools, PPE and all equipments related to operation.
* Procured fire fighting equipments.
* The Terminal was successfully commissioned in August 2013 under my leadership by discharging 2 vessels of diesel.
* Developed security policies and facilitated security trainings to staff and procured security items like metal detectors, smoke alarms, CCTV cameras etc.,

**March 2011-October 2011**

Terminal Manager - ASCA group of companies, Nigeria.

* The Terminal caters to 80% of Bitumen demand in Nigeria.
* Co-ordinated with DPR & Port authorities for discharging of Bitumen Vessels.
* Ensured timely discharge of Bitumen vessels and account correct quantity.
* Ensured timely loading of trucks to customers in company owned insulated trucks.
* Monitored movement of trucks through GPS system.
* Conducted Training to staff in Safety/Operating procedures.
* Attended customers’ complaints and took prompt action.
* Got installed Avalon automation system for loading trucks.
* Signed MOU with Gas Authority of Nigeria to supply Gas for boilers to reduce cost.
* Co-ordinated with PICOMS and got ISPS certification for the jetty operation.

**May 2007- Feb 2011**

Installation Manager, Conoil Plc., Port Harcourt, Nigeria

* The Terminal was initially supplying Diesel, Bitumen, Bitumen cut back products, Emulsions and lubricants. Diesel and Bitumen was received through marine vessels.
* Ensured all the above products were received correctly and delivered to customers in time.
* Achieved through put of Diesel from average 10 million to 20 million lts per month.
* Conducted training for workers in safe operating procedures and safety related matters.
* During my tenure the company decided upgrade the facilities to tap market potential and installed the following facilities:

6 Storage tanks for PMS, AGO, ATK and Base oil (Total 51 million lts)

8 Bay gantry with 12 loading Arms (3 PMS / 4 AGO / 2 BO / 3 ATK)

Pump House with 10 new pumps/ Control Panel/switch room

Generator House with 2x500 kva and 2x60 kva gensets

Fire pump house with 3 nos fire pumps (131 kw each)/ jockey pump (5.5kw)

3 million lts fire water storage tank/Water treatment plant

Lubricants warehouse

* It was a major challenge to act as an interface between operations and construction team as the construction was done while full scale operation was going on. The facilities were fully ready by October and started loading 2 million lts to 3 million lts per day all products put together ie., PMS, AGO and ATK.

**Apl 2005- Apl 2007**

COU co-ordinator - Conoil Plc., Abuja, Nigeria

* Approve sales requests from sales officers from different sales areas of Northern Region for sale of petroleum products to dealers and customers.
* Authorize supply locations supply petroleum products lifted from PPMC locations in Northern region.
* Verify quantities of petroleum products lifted from PPMC locations.
* Approve bridging of products from main sources to locations as per market demand.
* Monitor movement of trucks.
* Involved in tender negotiations and awards.
* Carried out regular inspections of Abuja Aviation station.
* Special Assignment: Loss study of Abuja Aviation station.

**Mar 2003-Mar 2005**

Territory Manager (Lubricants)- Bharat Petroleum Corp.Ltd., India

* Responsible for sales & Marketing of various kinds of lubricants such as automotive andIndustrial in the state.
* My Territory was one of the best performing Territory in the country in terms of volume ( 6 million Lts. per annum) and margin retention and has been recording appreciable growth every year consistently.
* During my period a new product (Rubber spray oil) was successfully launched which has substantial market potential in the state.
* Penetration in to direct consumer segment was achieved by 100%.

**Aug 2001-Feb 2003**

Installation Manager- Conoil plc., in Nigeria

* I was on deputation from Bharat Petroleum through **Petroleum India International.**
* Took over charge of a Bitumen plant cum oil Installation and overseen coastal receipts, storage and distribution of the products.
* Took initiative and completed complete revamping of the facilities during my tenure.
* Also took additional responsibility of approving sales transactions and bridging movement for all products supplied to eight states in southern Nigeria.

**1998-2001**

Installation Manager-Bharat Petroleum Corp. Ltd., Cochin

* I was responsible for managing the Installation which receive products directly from Cochin Refinery and also through marine vessels.
* Ensured products supply to Dealers and customers through tank trucks.
* Ensured safe Naptha supply to a fertilizer plant through pipe line.
* Took initiative and improved safety standards to new level as a result, the Installation received many safety awards including **National Safety awards** from **Government of India and** **British safety council** and the awards were received by me personally in **Delhi/London**.
* Looked after two sales districts and improved considerable growth.
* As Installation Manager successfully redeployed the entire man power to different locations after series of union meetings when the Installation was closed.

**1996-1998**

Manager Operations – Bharat Petroleum Corp. Ltd., Jaipur

* Looked after 6 Inland oil Installations. They were reporting to me for all day-to-day activities. Under my control all the Installations were showing outstanding performance in Sales, Loss control, Cost control and in safety. All the six locations were mainly dependent upon road input from various parts of the country and ensured uninterrupted supply by closely monitoring logistics.
* Successfully converted one of the old depots (Jaipur) into a black oil depot with minimum Engineering support and improved black oil volumes for the Division.
* I was one of the team members of Pre-commissioning audit team of two modern Installations.

**1981-1996**

Operations Officer / Sr. Operations officer / Dy. Manager I/c - Bharat Petroleum Corporation Ltd.,

* Responsible for receipt, storage and delivery of product. Products were received through Rail Tank wagons and delivered through tank trucks.
* Responsible for Sales accounting, Cash accounting, Stock accounting, Inventory management, Manpower management & Loss Control.
* Trained operators in safety and operating procedures.
* Maintained Safety equipments and conducted regular safety fire drills.
* Interacted with local Government as well as State Government for acquiring land and took possession of the land successfully. I was involved right from the beginning of taking over the land to commissioning of the Installation and became the first Installation Manager-Mughalsarai.

***Additional***

Computer knowledge: MS word / Excel / Power point / Operating SAP / Photo shop.

Knowledge in ISO 9002 certification

Member-Safety/Operations audit teams in Bharat Petroleum.

Member-Task force on customer service standards in Bharat Petroleum.

Member-Winners club (Personal development)

Member-Dealers selection committee/Site Rental negotiation committee in Bharat Petroleum

Member-Dealer selection committee in Conoil plc.,

***Education***

B.A. Eco. (1981) from Madras University

***Personal***

Age : 59 years

Nationality: Indian

Married and having 2 children

***Interests***

Music; Photography; Trekking & Golf

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