



Vibhav Durgaprasad Nadkarni

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Summary

Strategy-driven business leader with 8+ years of global Oil & Gas experience across supply chain, business development, & financial planning. Delivered \$40M working capital savings, improved forecast accuracy to 75%, drove \$7M commercial value through market expansion & strategies. Passionate about leading high performing cross-functional teams, building capabilities, enhancing team efficiency through automation & AI. Proven ability to translate analytics into scalable impact & sustained growth

Professional Experience

Team Lead – Global Demand Planning, Chemicals | ExxonMobil | Bangalore, India

Jan 2025 – Aug 2025

- Led a 7 member high-performing global team to drive \$20Bn product flow, reducing working capital by \$23Mn and safety stock by 14% through improved forecast accuracy (+7%), and sustained service levels (97%)
- Improved team productivity by 15% through increased process automation, efficient tools, AI literacy and capability building
- Facilitated Gartner process maturity score 4+ (out of 5) for the portfolio through process transformation, advanced forecasting techniques and adoption, and accelerated decision-making via synergy teams
- As the MoC lead, conceptualised demand planning process, systems and team readiness for upstream, fuels & lubricant verticals, enabling seamless planning integration across new business lines

Global Demand Planner, Intermediates | ExxonMobil | Bangalore, India

May 2023 – Dec 2024

- Drove consensus demand forecasts across 800+ SKUs, 250+ plants through disciplined S&OP planning and cross-functional collaboration, improving accuracy by 5%, reducing bias by 10%, driving sales growth & supply reliability for commercial teams
- Spearheaded multivariate forecasting techniques and scenario based planning to achieve consistent 75% forecast accuracy and 72% grade slate accuracy, reducing \$19M in working capital and providing reliable supply and manufacturing volume signals
- Deployed innovative strategies - quadrant analysis, seasonality factors, predictive order inflow, live marine vessel tracking and risk & opportunity shaping, creating ~10% value add over statistical forecast and reducing commercial effort by 50%

Business Development Manager, Polyethylene | ExxonMobil | Mumbai, India

Jul 2021 – Apr 2023

- Grew ExxonMobil market share by 13% (4500Ta) at critical accounts, driving \$7M value uplift via product differentiation, superior service and pricing for the Southern India region
- Achieved 14% volume growth YoY (11000Ta) through differentiated products in white-space applications, and at the same time creating value for customers through downgauging, and nudging customers into contracts through rebate systems
- Brought down the receivables days by half to 60 days and steered omni-channel sales through CRM adoption at key customers, cutting cycle time from 2 days to 6 hours and reducing cross-functional team churn
- Developed a comprehensive competitive analysis tool to train the salesforce for PlastIndia, consolidating industry & product intelligence into a single go-to resource

Market Research Planner, Polyethylene | ExxonMobil | Mumbai, India

Oct 2019 – Jun 2021

- Developed long-range demand-supply models for polyethylene across all 6 regions, integrating macroeconomic, geopolitical, regulatory drivers, and network shifts, empowering regional business leaders with rapid scenario-based decision tools
- Built an global petrochemical complex database with nameplate capacities, expected feed sources and asset advantages, swing capabilities and in-region regulations, facilitating better network optimization and capacity planning decisions

Global Financial Analyst, Elastomers and Resins | ExxonMobil | Bangalore, India

Jun 2017 – Sep 2019

- Led \$110Mn monthly earnings analysis for C-suite leaders, covering revenue, product mix, headcount, variable costs, with next-month sales outlook, signalling potential bottlenecks, supporting supply chain and financial planning alignment
- Achieved 18% cost savings (\$15Mn) to accountable Fixed Operating Costs through reductions in travel expenses, expat spend and streamlining cost allocation cycles for project through coordination with regional business heads, HR and Payroll
- Developed a headcount efficiency model recommending staff optimizations based on regional growth and productivity trends
- Lead CRC & transfer price centralization activity to India, streamlining process, increasing data visibility and efficiency by 50%

Education and Skills

MBA – Indian Institute of Management (IIM), Ahmedabad – Dubai Campus

2025 – 2026

B.Tech – Electrical & Electronics Engineering – National Institute Of Technology (NIT), Tiruchirappalli (Trichy)

2013 – 2017

Tools – Microsoft Office (Excel, Powerpoint), Tableau, Power BI, SAP IBP, APO and BW, o9, Salesforce, AMPL

Certification – AWS Cloud Practitioner, AWS AI Practitioner

Accomplishments

- ExxonMobil: Supply Chain Excellence Award 2024 and 2025, Corporate Plan Award 2019 and 2020, Spot Award 2017 & 2018
- Five Merit Awards for outstanding academic performance in Class 12 with 95.2% (6th rank holder) and Class 10 with 95%
- Winning Position at CBSE Oman Cluster Chess Tournament with qualification to the CBSE Chess Nationals

Extra-Curriculars

- At ExxonMobil: Supply Chain Culture Champion, Team Lead - New Hire Onboarding Program and Community of Practice
- At IIMA: Lead - Supply Chain and Operations Club, Cultural Committee Member
- Outside of work, I enjoy football, padel, boardgames, movies, and exploring food & cultures