



## Shubham Agrawal

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### EDUCATION

|           |   |
|-----------|---|
| 2016-2018 | <b>RAJIV GANDHI INSTITUTE OF PETROLEUM TECHNOLOGY</b><br>MBA GPA: 8.33 (First year)   |
| 2011-2015 | <b>Amity School of Engineering &amp; Technology (Amity University, Noida)</b><br>B. Tech (Mechanical & Automation Engineering) CGPA: 6.58 |
| 2008-2010 | <b>12<sup>th</sup> from Laxman Public School, New Delhi</b><br>Percentage: 77.4%  |
| 2006-2008 | <b>10<sup>th</sup> from Barauni Refinery DAV Public School, Begusarai</b><br>Percentage: 87%  |

### Skills and Other Information

- A dedicated and self-motivated professional with an extensive background in management studies. A charismatic and confident public speaker with proficiency in MS Word, Excel, PowerPoint and skilled in R analysis & SPSS-24.0.
- Possesses effective communication, interpersonal & negotiation skills with the ability to coordinate with all kind of subjects.

### Work Experience

**Summer Internship (GAIL (India) Limited: Apr-June 2017)**

**Project title: Polyethylene(PE) Export Business Development for GAIL (India) Ltd. - A case of Nepal**

#### Project Description:

The main objective was to study the global & domestic Polyethylene (PE) market and explore export opportunities for GAIL (India) Ltd. The study further provides detailed qualitative and quantitative analysis of the domestic PE market with special emphasis on the position acquired by GAIL (India) limited on both domestic as well as global level. The report has its focus on Global PE industry and how GAIL can make its dominant mark by studying the feasibility of exports by the company to the neighbouring countries, particularly Nepal. The project report also brings out certain recommendations for business development by adopting to different Inco terms export rule for better realisation for its export to Nepal

### Leadership Role

- Batch Representative for MBA (2016-18)
- College Placement Volunteer
- Arpan (Social Club for RGIPT) coordinator.

### Publication

- Shubham Agrawal and Sanjay Kar, (May, 2017), '**Stable crude supply, investment challenge India's refining hub readiness**', **Oil & Gas Journal**, International Petroleum News and Technology, Vol. 115.5, pp. 64-69

### Honours and Awards

- Only Recommended candidate at **The Indian Navy** (Batch-B/UES-OBS/62224/6,12 SSB).
- Certified by British Standards Institution for course completion in **Quality Management System** (ISO 9001).
- Headed the Industry Interaction activities at **Corporate Communication Summit (2016)** organized by SCOPE, New Delhi.
- Selected for Youth Forum – **PetroTech-2016**, organized by Indian Oil Corporation Ltd.