



# SANJAY KAUL, FEI

Managing Director, Sanmarg Projects Pvt Ltd

Director, Indian Energy Skill Development Pvt Ltd

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New Delhi, India

## EXPERTISE

- Portfolio + Enterprise Management
- Corporate Governance, Stakeholder Management, Advocacy, & Thought Leadership
- Strategic Business Planning
- Project Management
- Government relations, regulatory and policy environment

## INDUSTRIES / FUNCTIONS

- Energy
- Sustainability, Net-Zero, ESG
- Higher Education
- Learning Management

## POSITIONS HELD

- Chairman
- Managing Director
- Director
- President
- Senior Advisor
- Chancellor

## Experience

- 2021 - Till Date  
**Indian Energy Skill Development | iesd.in**  
**Director**  
 ESG, Net Zero, Energy transition skill development and research.  
 5 papers published and 2500 professionals trained through 13 webinars.  
 300 + working professionals certified in H2 value chain with 200 + project Reports and 2 Masterclasses.  
 Won 2023 Renew Award for Skill developer.  
 Consulting assignments completed  
 a) Bio Gas  
 b) Energy Transition Strategy for Urban Infrastructure.  
 c) Industry report on Risk Management through Surety Bonds in the Energy Industry.
- 2014 - Till Date  
**Sanmarg Projects Pvt Ltd | www.sanmargprojects.com**  
**Managing Director**  
 Technical services for Oil & Gas transportation assets (pipelines and associated facilities).  
 200 assignments completed, active with 1000+ technicians and engineers at 52 locations in 27 States for O&M, PMC and EPC assignments.
- 2019 - Till Date  
**Sanmarg Engineering Validation & Assessment (SEVA) Pvt Ltd | www.sanmargeva.com**  
**Director**  
 Technical Audit Co for Oil and Gas assets and infrastructure accredited by PNGRB. 230 assignments completed in 3 years in areas of ERDMP, IMS, T45, External Safety, industrial and factory inspection.
- January 2018 - December 2019  
**Petronet LNG Limited**  
**Senior Advisor**  
 Talent management and Resources Strategy and successful setting up of LNG Operation, Storage and Transportation Technology Academy at Kochi.
- January 2016 - June 2017  
**Hydrocarbon Education and Research Society (University of Petroleum and Energy Studies - UPES, University of Technology and Management - UTM)**  
**Chairman, Advisory Council**  
 Govt. and Stakeholders Relations, regulatory affairs, Compliance, Academic Governance and Thought Leadership.

# Career Experience

2001 – 2016

Indian School of Petroleum & Energy

## Founder Director

Continuing Education for working professionals in the Energy industry. Trained over 18,000 working professionals through MDPs, Onsite training program in India and neighbouring Countries including ADB supported programs.

2018

I Squared Capital

## Consultant

Identification, evaluation and preliminary Due Diligence of Energy Assets in India.

2002 – 2015

Hydrocarbon Energy and Research Society (HERS)

University of Petroleum and Energy Studies (UPES), [www.upes.ac.in](http://www.upes.ac.in)

University of Technology and Management (UTM)

## President / Chancellor

Conceptualised, Funded, Enacted Established, Structured & Accredited two universities through Act of State Govts. and Graduated over 20,000 Students in Energy, Infrastructure, transportation and IT segments through conceptualisation of more than 106 Courses Industry Specific Courses in UG and PG domain. 100 % placement, incubation of Business in India and abroad in more than 1500 Cos and business. International and national recognition by both Industry, Regulators, Ranking & assessment Agencies for all 5 colleges established (Engineering, Management, Law, Design, Policy Planning).

2013 – 2015

Laureate Inc, USA

## Global Thought Leader – (EIT) Energy, Infrastructure & Transportation.

Introduced EIT curriculums in 80 Group International Universities in 29 Countries with a Million Students enrolled. Implemented in the curriculum and pedagogy in 14 Universities in South America, Europe, China and South East Asia.

Jan 2007- March 2010

Deloitte, India

## Country Leader – Energy & Resources

Developed domain expertise based E&R (Oil and Gas, renewable, Power, Mining) practice with a core industry team including embedding of Industry expertise across practice verticals (Audit, Tax, Consulting, financial Advisory). This included industry expertise based services to energy Regulators and policy makers. Individually led and supported more than 15 multi-million assignments nationally and with international clients from group restructuring to energy asset creation across multi entities.

2013 – 2015

Pricewaterhouse Coopers (PwC), India

## Principal Consultant, Oil & Gas

Established Oil and Gas practice as a separate vertical including putting together a core team. Led and supported many assignments including Risk management, Commodity trading, Talent management, Project auditing and monitoring for oil and gas Clients for National and Private Oil & gas Companies including Govt.

# Career Experience

2001 – 2015

M Power Energy India Pvt Ltd

## Founder Director

A) Developed structure, content and pedagogy for over 500 Programs across Energy (Power, Oil and Gas, Renewable), Infrastructure (Urban planning, Infra Project mgmt., Transportation (Public Transport, Automobile, Aviation and space, Shipping), IT (pioneered IBM's various specialisations at UG level). These programs led to training and certification of 18000 working professionals and 20,000 Graduates. It also helped the Universities and Institutions get International recognition within a decade of its launch. It also led to an International Award by energy Institute UK for 'Outstanding individual Achievement Award' for the year 2005.

B) Provided Corporate relation services to Universities in by establishing relationships with top 1000 Cos and Institutions for Business incubation, Summer Internship, Guest Faculty from the Industry and Academic council membership, Faculty Industry Exposure, Final Placement, Chairs and research grants. All Institutions managed a 100 % placement record. More than 100 plus Agreements done with Corporates, Institutions, Govt. bodies within a decade for Academic collaborations and contributions.

1982 – 2000

Various Employers & Industries

## General Representative/ Sr. Manager/ Manager/ Sr. Executive/ Project Supervisor/ Account Executive/ Asst. Accountant.

- Consulting – International Business Centre
- Oil and Gas (E&P) – Shell, Chevron
- Marketing, Sales & Direct Selling – Bradma of India, Amway India
- Hospitality – Oberoi Hotels

Functions & Skills:

- Project management
- Training and development
- Management services for start-up business.
- Govt. relations
- IT and Communication Network management
- Accounting and taxation
- Thought Leadership and advocacy and Public relations.
- Regulatory permissions & Compliances.

Foreign principal's protocols, DTT, International and cross borders protocols.

## Education

- MBA from St. Xavier's Mumbai
- Graduation in Commerce from Bombay University

## Affiliations / Memberships

- Fellow – Institute of Directors
- Fellow – Energy Institute UK

## Awards

- Outstanding Individual Achievement Award, 2006 – UK
- Excellence in RE Skilling – REI Awards 2023