

MOHAN KHOLIYA

Procurement & Supply Chain Leader | Energy, Utilities, Upstream Oil & Gas, Telecom

Strategic Sourcing · Category Management · Contract Negotiation · Vendor Management · Project Benchmarking · S2P Transformation
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EXECUTIVE SUMMARY

Procurement and supply chain leader with 16+ years across upstream oil & gas, energy & utilities, and telecom — combining consulting advisory (Wood Mackenzie, Accenture) with in-house category leadership (BT Group, Jindal Drilling). Led cross-functional teams of up to 10+ across these organisations, advising CPO/VP-level stakeholders. Delivered \$12M+ in verified savings on \$400M+ of annual spend influenced, including a \$2.2B upstream capital benchmark, a \$233M contractor strategy with a \$20M+ contract-term opportunity, and S2P digital transformation in telecom. MIT Supply Chain Analytics certified; supplier networks spanning the Middle East, US, UK, Singapore, and China.

CAREER HIGHLIGHTS

- **\$2.2B upstream capital benchmark** adopted pre-FEED by VP leadership — Wood Mackenzie Q3 Innovation Award.
- **\$20M–\$28M contract-term opportunity** identified on \$233M of utility contractor spend; adopted into the client's RFP design.
- **~\$4M CapEx savings (~2%)** delivered on a \$200M+ upstream capital portfolio — Business Partner Employee Award.
- **£2M+ total-cost optimisation** on £100M of owned spend at BT Group, alongside S2P digital transformation.
- **Category playbook adopted as client standard** for a ~\$1B emerging-technology market supporting 20GW+ data-centre growth.

CORE SKILLS

Sourcing & Category: Strategic Sourcing · Category Management · Procurement Strategy · Should-Cost Modelling · TCO Analysis · Capital-Project Benchmarking · RFP/RFQ/RFI · CAPEX & OPEX Procurement · EPC Contracting · Market Intelligence

Contracts & Governance: Contract Negotiation · Contract Lifecycle Management (CLM) · Vendor Management · Source-to-Pay (S2P/P2P) · Spend Analysis · Cost Reduction & Optimisation · Procurement Governance · Supply Chain Risk Management · ESG Procurement

Supplier & Supply Chain: Supplier Relationship Management (SRM) · Vendor Development · Supplier Performance Management (KPI/SLA) · Material Planning · Inventory Management · Upstream Oil & Gas Supply Chain · Supply Chain Optimisation

Leadership & Tools: Procurement Transformation · Digital Transformation · Operating-Model Design · Stakeholder Management · Change Management · Team Leadership · SAP Ariba · SAP · Oracle · Alteryx · Power BI · Six Sigma · AI-Enabled Spend Analytics

PROFESSIONAL EXPERIENCE

Wood Mackenzie | Gurugram, India

Feb 2025 – May 2026

Principal Consultant — Supply Chain Consulting (Energy)

- Benchmarked a \$2.2B upstream capital project for a US-headquartered global E&P operator (West Africa; D&C, Facilities, Pipelines) against a 27-project peer set — isolated rig rates (~41% of drilling cost) as the dominant cost driver; pre-FEED budget revision presented to VP leadership; Q3 Innovation Award.
- Quantified \$4.9M–\$6M of annual above-market contractor billing (\$20M–\$28M over the contract term) on \$233M of utility overhead-line spend — bottom-up analysis of 565,000+ transactions across 482 rate codes and 6 contractors; CMM governance framework and contracting strategy adopted into the client's RFP design.
- Built a greenfield E-STATCOM sourcing strategy across a ~\$1B market — adopted as the client's standard approach for emerging-technology categories supporting 20GW+ data-centre growth.
- Designed a KPI-driven supplier-performance framework for a regulator-mandated Energy Waste Reduction programme — automated planned-vs-actual savings reconciliation (Alteryx) surfaced a >20% target-vs-actual gap and anchored a contractor governance process.
- Benchmarked supply-chain operating models across 10 peer utilities (spend-per-FTE, spend-per-RFP quartile benchmarks) — reframed the client's headcount question from across-the-board cuts to targeted role reallocation; recommendations adopted as directional strategy; mentored 5 analysts.

BT Group (British Telecom) | Gurugram, India

Mar 2023 – Feb 2025

Category Manager — Procurement

- Owned £100M of annual civil-infrastructure spend with budget accountability — led 5+ buyers across sourcing events, techno-commercial evaluations, and renewals.
- Delivered £2M+ in total-cost optimisation (~2% of renewal value) on a service-delivery contract renewal — rebuilt the baseline with a first-principles should-cost model, priced the costs the day-rate hides (mobilisation, travel, SLAs, rework), and anchored senior-leadership negotiations; zero service disruption.
- Led S2P digital transformation across the civil-infrastructure portfolio — standardised governance and workflows, improving spend visibility and compliance across Finance, Engineering, and Operations.
- Sharpened negotiation positions by benchmarking incumbent pricing across complex categories with AI-enabled spend analytics.

Accenture Solutions Pvt. Ltd. | Gurugram, India

Oct 2021 – Mar 2023

Senior Analyst & Team Lead — Sourcing & Category Enablement (Client: leading upstream O&G operator, India)

- Generated ~\$4M in CapEx savings (~2% of a \$200M+ portfolio) — built category strategies across EPC, surface facilities, and drilling & completions, aggregated demand across projects, and ran sourcing end-to-end (qualification, RFx, negotiation, award) in SAP Ariba with a cross-functional team of 4.

- Designed TCO-based bid-evaluation matrices strengthening award decisions on cost, quality, and schedule across all active CapEx categories; embedded category playbooks and supplier-management routines in-house.
- Compressed CapEx procurement cycle times through market intelligence and commercial benchmarking — Business Partner Employee Award (FY 2022–23) for a high-value contract turnaround.

Jindal Drilling & Industries Ltd. | Gurugram, India

Sep 2017 – Jul 2021

One of India's largest private offshore drilling contractors — jack-up rigs and drilling services for ONGC.

Manager — Procurement

- Managed a ~\$100M annual procurement portfolio across ONGC and OIL India jack-up drilling and MWD contracts — 100% on-time material availability and zero supply-driven rig downtime.
- Built a 50-vendor ecosystem with 10 OEM rate contracts from scratch — supplier segmentation, inventory protocols, and ERP-integrated governance; led a 10+ member cross-functional team.
- Led sourcing and negotiations for critical drilling consumables and downhole tools across the Middle East, US, UK, Singapore, and China; supplier audits ensured quality compliance and continuity.

Quippo Oil & Gas Infrastructure Ltd. | Gurugram, India

May 2013 – Aug 2017

Oil & gas infrastructure and onshore drilling services company.

Assistant Manager — Supply Chain Management

- Directed ~\$50M of annual global sourcing for 2,000 HP onshore drilling rigs serving ONGC and OIL India — led a 4+ member cross-functional team; diversified supplier network across the US, Middle East, Canada, Singapore, and China; zero rig downtime.
- Negotiated a \$30M rig-equipment contract alongside rate contracts that reduced procurement and freight costs; held budget accountability.

Shyama Power India Ltd. | Gurugram, India

Sep 2009 – May 2013

Assistant Manager — Procurement

- Led EPC procurement for RGGVY Power Grid turnkey projects — BOQs, technical approvals, contractor selection, and quality compliance; delivered cost reductions supporting on-time turnkey completion.

AWARDS & RECOGNITION

- Q3 Innovation Award — Wood Mackenzie (2025): \$2.2B capital benchmarking across a multi-geography team.
- Business Partner Employee Award — Cairn Oil & Gas / Vedanta (FY 2022–23): high-value contract turnaround.
- Distinguished Contributor Award — Quippo Oil & Gas (2015–16): zero rig-downtime record.

EDUCATION & CERTIFICATIONS

MBA, Power Management — University of Petroleum & Energy Studies (UPES), Dehradun, 2009

B.Sc., Physics, Chemistry & Mathematics — Kumaun University, Nainital, 2006

Certifications: MIT Supply Chain Analytics (SC0x, 2026) & Fundamentals (SC1x, 2025) · Supply Chain Management — MSME, (2013)