

**Mr. Manoj Gupta**  
**Managing Director - Lanka IOC PLC**

Mr. Manoj Gupta is a Civil Engineering graduate from prestigious NIT, Jaipur and a MBA from Podar Institute of Management, Jaipur. With over 29 years of expertise in the Petroleum Sector, Mr. Gupta has wide experience in various roles in Indian Oil Corporation Ltd (IOCL), India's flagship company and a Fortune 500 Global Company, encompassing Retail Sales, Aviation etc. As a State Level Coordinator of Haryana State, he was responsible for maintaining close coordination with other Oil Marketing Companies & State Government, to maintain uninterrupted supply of petroleum products in the entire State.

He spearheaded two very strategic and high volume Divisional offices namely Panipat and Kolkata. As the Head of the Divisions, he focused on creating a more enabling and inspiring workplace, leveraging technology and infrastructure augmentation and capability building of channel partners. With in-depth knowledge and acumen in Retail Sales under his leadership many government strategic sites were procured and state of the art Retail Outlets were developed.

Mr. Gupta was a core member of prestigious Retail transformation program (Dhurva) undertaken by Indian Oil with international consultants. He was the chief architect for creating FIT, SEVA, AWESUM, DARPAN'(Dealers Score card) initiative undertaken by Project Dhruva. Above strategic initiative and network / customer centric approach has contributed a lot in improvement of look and feel, enhancing the engagement of channel partners and brand image of the Corporation. He believes that business collaboration and innovation is the mantra for success.

In addition to his main role as the Managing Director of Lanka IOC PLC, he serves as a Director on the Board of Ceylon Petroleum Storage Terminals Limited and Trinco Petroleum Terminal (Pvt) Ltd., contributing his expertise to the petroleum sector in Sri Lanka. Also Mr. Gupta serves as the Chairman - Government liaising of Indian CEO Forum and actively participating in various CSR programs.

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