
JATIN R. AGARWAL

Dubai United Arab Emirates | +971-567399955 | jatin.agarwal27@gmail.com

Summary

Vice President and business transformation leader with 18+ years of experience spanning business development, corporate strategy, energy and industrial consulting, digital transformation, technology commercialization, and organizational leadership. Proven record of delivering USD 5.3M+ in business growth, developing USD 10M–100M opportunity pipelines, securing a USD 10M two-year strategic engagement, improving profitability by 12–15%, and generating approximately USD 150K in savings. Experienced in building high-performing organizations, developing strategic partnerships, and engaging senior stakeholders across global energy and industrial markets.

Skills

- | | |
|--------------------------|------------------------------------|
| • Business Development | • Executive Stakeholder Management |
| • Corporate Strategy | • Innovation Leadership |
| • Market Expansion | • Data Analytics |
| • Revenue Growth | • Operational Excellence |
| • P&L Leadership | • Market Positioning |
| • Strategic Partnerships | • Organizational Scaling |
-

Experience

Vice President	09/2024 to Current
Tridiagonal Solutions FZCO	Dubai, UAE

- Drive business growth, strategic accounts, consulting, business development, and transformation initiatives across Middle East, USA, Europe, UK, and Asia-Pacific markets.
- Generated USD 5.3M+ in business growth through strategic account expansion, executive relationship management, and commercialization of research and technology capabilities.
- Developed a qualified USD 10M–100M opportunity pipeline across digital, technology, consulting, and industrial solutions, supporting global portfolio expansion.
- Secured a USD 10M, two-year enterprise engagement with Petronas and developed additional Proof-of-Concept opportunities valued at approximately USD 0.5M.
- Improved profitability by 12–15%, including USD 150K in savings, through commercial restructuring, strategic account management, and resolution of legal, logistics, and supply-chain challenges.

Program Director	05/2021 to 09/2024
Tridiagonal Solutions Pvt. Ltd.	India

- Directed strategic programs, consulting operations, engineering services, business development, and technology initiatives supporting organizational growth and market expansion.
- Delivered approximately 3X business growth by establishing new consulting, testing, research, and technology service capabilities aligned with market demand.
- Scaled the organization from 30 to 50+ professionals, building multidisciplinary capabilities across engineering, consulting, data analytics, research, and technology.
- Developed strategic partnerships and cross-selling opportunities with industry, government, and academic institutions to expand market reach and strengthen service offerings.
- Led large-scale Flow Assurance, production optimization, carbon capture, and digital transformation initiatives while mentoring multidisciplinary teams and strengthening delivery capabilities.

Manager, School of Petroleum Technology	05/2016 to 05/2021
Pandit Deendayal Energy University (PDU)	Gujarat, India

- Established and managed consulting, research, innovation, and technology initiatives serving industry and government clients across petroleum engineering and energy applications.

- Built a consulting and research organization from inception to 20 professionals, including 6 domain experts, creating sustainable technical and commercial capabilities.
- Generated and delivered consulting, due diligence, Enhanced Oil Recovery, and technology evaluation projects exceeding INR 12.7M (USD 175K+).
- Developed strategic collaborations with ONGC, ONGC Videsh, Schlumberger, GSPC, Oilex, HOEC, Gujarat Natural Resources, NITI Aayog, Oil India, and Vedanta, supporting consulting and commercialization opportunities.
- Led business development, proposal management, commercial negotiations, stakeholder engagement, consortium formation, MoUs, and delivery governance while mentoring technology startups and innovation-driven ventures.

Research Assistant – Paraffin Deposition Projects

01/2011 to 03/2016

University of Tulsa

Tulsa, Oklahoma, USA

- Led industry-sponsored research focused on Flow Assurance, wax deposition, pipeline integrity, crude characterization, and production optimization in collaboration with industry stakeholders.
- Designed and executed advanced laboratory experiments, model-oil development, fluid characterization, and wax deposition studies to support industry research programs.
- Improved experimental systems and methodologies to strengthen data quality, research productivity, and reliability of technical findings.
- Applied HTGC, DSC, TUWAX, and OLGA to characterize crude behavior, analyze wax deposition, and validate experimental results against simulation models.
- Presented research findings and technical recommendations to industrial sponsors through biannual stakeholder briefings, strengthening technical communication and client engagement.

Internship / Technical Trainee

07/2010 to 12/2010

Weatherford

India

- Supported technical activities within an oilfield services environment.
- Gained practical exposure to petroleum engineering operations and oilfield technologies.
- Assisted with technical analysis and engineering activities.
- Worked with technical teams on operational and field-related assignments.
- Developed practical understanding of oilfield service delivery and client requirements.

Research Assistant

07/2008 to 07/2010

School of Petroleum Technology, PDPU

Gujarat, India

- Designed and optimized jet-pump systems for 4 wells using Jet Efficiency Mechanical System (JEMS) and System Nodal Analysis Program (SNAP).
- Evaluated artificial-lift alternatives and identified the most suitable lifting technology for well-management and production requirements.
- Supported selection and optimization of artificial-lift systems for the Mangala Field, Barmer Basin, Rajasthan, India.
- Conducted technical analysis and research activities to evaluate production performance, system efficiency, and field-development requirements.
- Reported research progress to stakeholders and collaborated with multidisciplinary teams to support technical decision-making and project delivery.

Intern

07/2009 to 08/2009

Weatherford

India

- Supported petroleum engineering and oilfield service activities.
- Assisted technical teams with engineering assignments.
- Gained practical exposure to oilfield operations and technologies.
- Supported technical documentation and analysis.

Intern

06/2009 to 07/2009

ONGC – North Santhal GGS Cum CTF

India

- Gained practical exposure to oil and gas production operations.
- Observed gathering, processing, and field production activities.

- Supported technical learning within a production facility environment.
- Developed understanding of upstream oil and gas operations.

Intern

05/2007 to 07/2007

Anupam Rasayan

India

- Gained industrial exposure within a chemical manufacturing environment.
- Supported technical and production-related activities.
- Observed industrial processes and operational procedures.
- Developed understanding of chemical engineering applications.

Intern

05/2006 to 07/2006

Clariant

India

- Gained early industrial exposure within the chemical industry.
- Supported production and technical activities.
- Observed industrial manufacturing processes and operational procedures.
- Developed practical understanding of chemical engineering operations.

Education and Training

Stanford LEAD Certificate: Business Administration

03/2024

Stanford Graduate School of Business

Stanford, California, USA

Certificate – Digital Marketing: Strategies, Models And Frameworks: Digital Marketing

12/2022

Stanford LEAD Certificate

Singapore

Ph.D.: Petroleum Engineering – Flow Assurance

05/2020

Pandit Deendayal Energy University (PDPU)

Gujarat, India

Master of Science: Petroleum Engineering

02/2016

University of Tulsa

Tulsa, Oklahoma, USA

Master of Technology (MTech): Petroleum Engineering

07/2010

Pandit Deendayal Energy University (PDPU)

Gujarat, India

Bachelor of Technology (BTech): Chemical Engineering

07/2008

Veer Narmad South Gujarat University (VNSGU)

Gujarat, India

Awards & Honors

- Excellent Paper Award, 2017 – ISERD Conference
- 2nd Position – SPE Indian Sub-Regional Paper Contest, 2009 – Society of Petroleum Engineers
- 1st Prize – Corporate CZAR, 2009 – Nirma University i-Fest
- Best President – SPE Student Chapter, 2010 – PDPU
- Best Senator, 2012 – University of Tulsa
- Bellwether Fellowship, 2015 – University of Tulsa
- Research Colloquium Committee Member Award, 2013

Certifications & Licenses

- HUET – Helicopter Underwater Escape Training
- Personal Survival Techniques

Publication

- **Book:**
Offshore Operations and Engineering
Authors: Singh S.S.P., Agarwal, J.R., Mani, N.
Publisher: CRC Press, Taylor & Francis Group
Date: December 2019
- **Publications:**
20+ publications, conference papers, technical contributions, and research outputs covering flow assurance, wax deposition, enhanced oil recovery, CO₂ flooding, energy technologies, data analytics, and carbon capture.

PROFESSIONAL ASSOCIATIONS

- **Organization:** Society of Petroleum Engineers (SPE)
Area: Petroleum Engineering / Energy Industry
-

PATENTS

Patent: Machine for Proppant Transportation

Status: Granted

Application No.: 331086-001

Office: Design Office Kolkata

Patent: System and Method for Analysis of Asphaltene Deposition in Pipelines

Status: Technology Patent Applied

Application No.: 202221035421

STANFORD LEAD EXECUTIVE EDUCATION

- **Business Model Analysis & Design**
Communicating with Impact
Crisis Management
Critical Analytical Thinking
Financial Innovation
Value-Based Leadership
Strategic Leadership
-

SELECTED CONSULTING & INDUSTRY ENGAGEMENTS

- **Petronas:** Multiphase Flow Pig Modeling
KOC: Polymer Separation Efficiency
DeepStar Consortium: Asphaltene Deposition Joint Industry Project
Chevron: Multiphase Liquid Metal Flow Visualization
Schlumberger: Sand Screen Testing and Development
KOC: Sand Transportation in Deviated Wells
Chevron: Restart & Gelling in Waxy Environment
Schlumberger: Sand Screen Collapse/Burst Testing
GSPC: Enhanced Oil Recovery Screening
Oilex: Enhanced Oil Recovery Screening
ONGC Videsh: International Investment and Production Performance Analysis
Siam Services / Petroleum Experts: Due Diligence of ONGC Western Onshore Blocks
-

SELECTED CLIENTS & INDUSTRY RELATIONSHIPS

- **Organizations:**
Petronas | SLB | Shell | Chevron | ExxonMobil | Baker Hughes | ADNOC | Aramco | KOC | Equinor | BP | ONGC
| ONGC Videsh | Oil India | Vedanta | GSPC
-

INDUSTRY EXPERTISE

Industries:

Oil & Gas | Energy | Industrial Consulting | Petroleum Engineering | Energy Transition | Digital Transformation | Artificial Intelligence | Research & Development | Technology Commercialization

Functional Expertise:

Business Development | Corporate Strategy | Consulting | Revenue Growth | Program Management | Strategic Partnerships | Market Expansion | Executive Stakeholder Management | Operational Excellence | R&D Leadership