

## Girish Nair

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Accomplished architect with over 15 years of combined experience across IT, business strategy, and operations within the oil, gas, and chemicals sectors. Recognized for leading digital transformation initiatives and aligning enterprise IT solutions with core business objectives across both upstream and downstream value chains. Proven track record in enabling Fortune 500 energy clients to adopt best-in-class business practices, drive process innovation, and accelerate their journey to the cloud.

### Professional Highlights:

- **Industry Expertise:** Former chemical engineer with deep specialization in oil and gas supply chain solutions including commodity trading, transportation management (TMS), logistics, and inventory optimization. Developed end-to-end integrated business process frameworks for major global oil companies in multiple geographies.
- **Strategic Leadership:** Led cross-functional digital transformation programs and large-scale SAP implementations (ECC, S/4HANA, RISE with SAP) for top-tier clients such as ExxonMobil, Chevron, Shell, Phillips 66, Total, Socar (Esso Swiss), YASREF (Aramco), Hess and Marathon (formerly Tesoro).
- **Technology Integration:** Expertise in architecting cross-platform IT ecosystems by integrating SAP with key industry tools such as IRIS (Integrated Refinery Information System) and ETRM/CTRM platforms. Provided advisory services on core functional and application solutions to drive technology upgrades.
- **Sales & Business Development:** Consistently generated and delivered over \$10M in annual sales at various client engagements. Played a key role in pre-sales, go-to-market strategies, and product architecture review during my tenures at SAP America, Accenture and Deloitte.
- **Program Management:** Recently served as Supply Chain Program Lead (Process Integration) and Solution Architect for a global logistics transformation at a leading IOC, overseeing cross-regional deployments and enterprise solution integration. Have delivered SAP for Oil & Gas implementations across 9 projects in the past.

## **Core Competencies:**

- Hydrocarbon Value Chain - Commodity Trading, TMS, Logistics, Inventory Management
- Digital Transformation & Cloud Adoption
- Program & Portfolio Management, Solution Architecture
- Sales / Pre-sales Strategy, Best Practices Advisory

## **Professional Experience:**

**Implico, Houston, TX**  
**Head of Solutions Advisory**  
**August 2025 – Present**

- Global solution advisor to clients, offering strategic insights and recommendations on the SAP for Oil & Gas suite.
- Collaborating with sales teams to understand customer requirements and develop tailored SAP offerings
- Leading discovery sessions, workshops, creating proposals and proof-of-concept demonstrations showcasing solution capabilities

**Deloitte, Houston, TX**  
**Specialist Master, Oil, Gas & Chemicals Industry**  
**May 2022 – August 2025**

- Lead architect for global SAP S/4HANA supply chain transformations across multiple IOCs in North America and Europe.
- Directed greenfield and brownfield upgrade and enablement for supermajors.
- Designed and implemented TMS integrating SAP S/4HANA with Transporeon, Bourque Logistics, BuyCo.
- Oversaw a global team of system architects and consultants, in the role of an enterprise solution and process integration architect
- Provided inventory recon and quantity conversion advisory.

**SAP, Houston, TX****Hydrocarbon Product Management Lead, Energy & Natural Resources Practice  
August 2016 – May 2022**

- Supported global pre-sales efforts, product showcases, and SAP cloud/BTP roadmap delivery.
- Led rollout of S/4HANA 1609 and 1709 at major independent refiners, supervise upgrades to latest rollout.
- Managed UoM consolidation and QuantityWare (QCI) implementation across multiple geographies.
- Reconciliation lead for hydrocarbon inventory with integrations to BlackLine, SigmaFine, and terminal systems.
- Implemented tools such as IPW, CPE, and Deal Capture; integrated marine inspection and chartering tools (Navarik, Veson).

**Accenture, Houston, TX****Product & Service Offering Team Lead, Energy & Natural Resources Practice  
August 2011 – August 2016**

- Delivered SAP/IRIS integration and QuantityWare deployments across upstream and downstream clients.
- Led commodity pricing and SAP TSW implementations in greenfield and stabilization projects
- Designed SAP integrations with Aspen PIMS, Orion, LIMS, and Honeywell systems.
- Provided functional leadership in MM, SD, and IS-OIL modules for European and Middle Eastern clients.
- Conducted pre-sales demos and developed SAP training curriculum for energy industry certification programs.

**IOCL, Pune, India****Assistant Manager, Flame-retardant Petrochemicals  
February 2008 – June 2009**

- Hydrocarbon Site Engineer + sales/marketing – naphtha, poly, flame retardants, lubes - B2B
- SC Logistics - TMS (land ops), retail replenishment, hydrocarbon Inventory Management

## Key Client Engagements:

- Chevron (Pre-sales, R2, R4): SAP S/4HANA Supply and Store architecture and global advisory
- ExxonMobil (Polaris): Process Integration & Global Logistics Transformation architect
- Shell (Nucleus): Inventory Reconciliation and Quantity Conversions advisory
- Phillips 66 (AdvantEdge66): Hydrocarbon Inventory Lead
- Tesoro (ProjectOne): SAP IS-OIL-DS Trader's and Scheduler's Workbench (TSW), Transportation and Distribution (TD) system architect
- Hess (ProjectOne): SAP IS-OIL-DS Team Lead
- YASREF (Greenfield): SAP IS-OIL-DS system architect
- Socar (Re-implementation): SAP IS-OIL-DS - TD, F&A pricing system architect
- Total (Tango): SAP IS-OIL-DS systems analyst

## Key Skills:

### SAP for Oil & Gas Consulting

- Supply Chain Lead/ Solution Architect
- IS-OIL-DS Trader's and Scheduler's Workbench; Transportation and Distribution
- IS-OIL-DS Exchanges; Tariffs, Duties and Permits
- IS-OIL-DS Hydrocarbon Product Management (QuantityWare certified)
- S4SCSD – S/4 Supply Chain Secondary Distribution Management
- Commodity Pricing- F&A/ CPE

### Aligned Roles

- NA Liaison – Implico (SDM, RFNO, IDM, cloud services)
- Product roadmap advisor/ SME – SAP (cloud, BTP, digital transformation)

### Business Process Roles

- Hydrocarbon Site Engineer + sales/marketing – naphtha, poly, flame retardants, lubes
- SC Logistics - TMS (land ops), retail replenishment, hydrocarbon Inventory Management

**Platforms/Tools:** IRIS, IMOS, Navarik, BlackLine, QuantityWare, TMS suite

**Middleware:** SAP PO, MuleSoft, WebMethods

## **Education**

- MBA (Oil & Gas), School of Petroleum Management, Gandhinagar, India
- BE (Polymers), MIT, Pune, India

## **Certifications & Affiliations**

- QuantityWare BCP 3.0 Certified – 2018
- ITIL v3 Foundation – 2015
- Certificate of Competency in Business Analysis (CCBA) – 2015

## **Publications**

Quantity Conversion Challenges in the Oil & Gas Industry; SAP Community Blog – [Link](#)

## + Project Details

**Implico** (reference – Kim Essendrup, Managing Director, [kim.essendrup@implico.com](mailto:kim.essendrup@implico.com))

Sales and Strategic Advisory

- Chevron
- Phillips66
- ConocoPhillips
- Thompson Gas
- The Anderson's, Inc

**Deloitte** (reference – Jason Sokoloff, Managing Director, [jsokoloff@deloitte.com](mailto:jsokoloff@deloitte.com))

**Chevron - R2, R4:** Present

- Supply Chain system architect for supply and store
- Technical upgrade of existing design onto SAP S/4HANA (brownfield implementation)
- Adopt and enable technical delivery of latest and greatest TMS functions, work closely with product vendors to validate technical feasibility
- Global Advisory on best practices being followed at other IOCs.

**ExxonMobil - Polaris:** May 2022 – March 2025

- Supply Chain Lead – Process integration and solution architect for worldwide logistics for all Modes of Transport
- Business process design and system implementation/ interfacing with numerous applications like SAP (ERP), Transporeon, Bourque Logistics (BDS), BuyCo,
- Design the logistics moves for bulk oil and gas products and packaged chemicals, integration with Trading solutions.
- Leading a team of 35 + global consultants (with Deloitte as SI) at the customer

**Shell - Nucleus:** May 2022 – March 2023

- Inventory Recon and Quantity Conversion best practices

**SAP** (reference – William Wall, Vice-President, [william.wall@sap.com](mailto:william.wall@sap.com))

**Phillips 66 - AdvantEdge66:** April 2018 – May 2022

- Led the geography roll out (west coast, international and rest of North America) for hydrocarbon inventory management over 4 years.
- UoM consolidation for all geographies and LoB.
- Implement QCI solution - QuantityWare BCP 3.0.
- Reconciliation lead for refinery, commercial, marketing and aviation (inventory and exchanges)
- Build interfaces to reconcile values from sources such as SigmaFine, FLY and terminal statements to BlackLine

**Tesoro - ProjectOne:** August 2016 - April 2018

- Implemented HPM (QCI) interface with FlowCal – ASTM 2004.
- Co-built a custom upload tool for schedulers to convert MS Excel files into SAP nominations.
- Implementation of Inventory Planning WorkBench (IPW) - new FIORI based Planning Tool for schedulers.
- Navarik for marine inspections / SoF and IMOS (Veson) for vessel chartering - designed a custom ticketing (accounting) workbench in SAP to align and present the interface data.
- SAP – BlackLine solution for inventory and FI reconciliation.
- Create end-to-end scenario-based tests scripts for hydrocarbon supply chain and use of HP ALM

**Accenture** (reference – Ashwani Khosla, Associate Director, [ashwani.khosla@accenture.com](mailto:ashwani.khosla@accenture.com))

**Hess - ProjectOne:** June 2015 – August 2016

- Gathering SAP requirements and designing the system for the specific enhancements.
- Lead for handling of all SAP TSW tickets for maintenance.
- Lead Consultant for Oil and Gas-TSW, SAP - Commodity Pricing, SAP MM and SD.

**YASREF – Greenfield:** April 2013 – May 2015

- Gathering SAP requirements and designing the system for Primary Distribution of Products, Independent handling of all SAP objects and functional processes from procurement of feedstock to sale of products, planning and scheduling of goods movement, movement monitoring and interfaces with Third party tools.

- Worked on QuantityWare, establishing complex SAP - Commodity Pricing formulas and integrating with varied Market sources, and working as a Lead Consultant for implementation of SAP MM, SD, Oil and Gas-TSW.
- Designing and implementing interfaces between SAP and IRIS refinery system (Aspen PIMS - Planning, Orion - Scheduling, LIMS – Sample Test results, Honeywell Movement Monitoring – Inspection data).
- Running client demos, creating the SAP solution blueprint for the company, managing core modules integration viz., MM -FI and SD-FI, SAP system Integration Testing, creating artifacts like test plans, test scenarios, etc.

**Socar – Re-implementation:** August 2012 – April 2013

- Comparison of the As-Is process with the To-Be process.
- Worked on Core MM module - Inventory management, automation of physical inventory management, Purchasing, Vendor management, MM-IV.
- Worked on Core SD module - Sales, Basic Functions, Pricing, Credit Management, Foreign Trade, Billing, Shipping and Transportation, Designed MRN, HPM (Silo), Exchanges and F&A Pricing.
- Configured SAP IS OIL – HPM, TDP, TD and Exchanges Module, TDP reports, Netting forms, Supply interfaces, Custom Enhancements (RICEFs).
- Creating artifacts like test plans, test scenarios, etc.,
- Defect management in Atlassian – Jira.

**Total – Tango:** August 2011– August 2012

Responsibilities/Deliverables:

- Worked in SD areas of Sales, Pricing, Billing, Shipping and Transportation.
- Compared the As-Is process with the To-Be process of Logistic scenarios for the Supply & Marketing Business.
- Implemented SAP IS-OIL, handled interface and testing, managing defects during all the phases of a release - worked in HP QC.
- Successful implementation of SAP IS Oil for EU (BE-NE-LUX)