

# IN-focus

Internship in Focus  
Industry Experienced Series

इंडियन ऑयल

**IndianOil**

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## MBA - Infrastructure Development and Management 2024-2026



During my internship at IOCL, I analyzed supply chain efficiency, inventory management, and procurement processes within refinery operations. My role involved assessing CFA stock planning, demand forecasting, and vendor management strategies. I also worked on optimizing cost structures, lead times, and warehouse utilization, bridging technical operations with business decision-making to enhance overall efficiency and stakeholder value.

I gained proficiency in supply chain analytics, demand forecasting models, and cost optimization frameworks. Tools such as SAP-MM, MS Excel (advanced modeling, pivot analysis), and Power BI were used extensively for decision support. I also enhanced my knowledge in logistics planning, procurement negotiations, and KPI benchmarking, strengthening both my quantitative and strategic problem-solving skills.

The internship highlighted the importance of aligning operational efficiency with strategic business goals. I learned how data-driven insights support inventory planning, how supplier relationship management impacts cost competitiveness, and how risk mitigation frameworks ensure supply chain resilience. Exposure to IOCL's scale and complexity reinforced the need for integrated decision-making across operations, finance, and infrastructure functions.

Strengthen your grasp on business analytics, supply chain management, and financial modeling as they are widely applied during MBA internships. Be proactive in learning tools like Excel, Power BI, and SAP. During the internship, show initiative, ask insightful questions, and connect theory with practice. Most importantly, treat the experience as a platform to demonstrate structured problem-solving and leadership potential.