



Ram Mohan Rao Karnati,
Managing Director,
Bhagyanagar Gas Limited

“India is steadfastly working towards diversifying its energy portfolio and embracing the clean and sustainable potential of natural gas. The government’s target to achieve a 15% natural gas share in its energy mix signifies a bold step towards reducing its carbon footprint while showcasing India’s commitment to COP26. Government initiatives such as the adoption of gas pricing recommendations by the Kirit Parikh committee, strong demand, infrastructural development, and technological advancements will all contribute to the gas sector growth and achieving the above target”, says Rao.

Natural Gas Society spoke to Ram Mohan Rao Karnati, Managing Director, Bhagyanagar Gas Limited (the city gas distribution company operating in Hyderabad, Vijayawada and Kakinada) about his journey and achievements and his outlook on the gas sector...

A mechanical engineer from Nagarjuna University & an MBA in materials management from the Indian Institute of Materials Management, Sh. Ram Mohan Rao Karnati was recently

appointed as the Managing Director of Bhagyanagar Gas Limited in April 2023. “I feel immensely privileged to have been granted the opportunity to contribute to the extensive expansion of CGD footprint across the Hyderabad, Vijayawada, and Kakinada geographical areas”, says Rao.

Rao is spearheading the company’s ambitious growth strategy, which includes the expeditious release of new tenders to fasten the process of making natural gas available to the public sooner. His resolute determination and unwavering dedication have undoubtedly played a momentous role in attaining this remarkable feat.

With over three decades of diverse experience in the oil and gas industry, Rao started his career in 1987 as an Executive Engineer at Dodsal, a multinational infrastructure company. Thereafter, he joined GAIL in its HVJ division and since then, his career has moved rapidly upward. Before joining BGL, Rao was heading the Contracts and Procurement Department at GAIL as Executive Director (C&P). He was also a Nominee Director on the board of GAIL Gas Limited and Bengal Gas Company Limited (BGCL).

While at GAIL, Rao acquired proficiency in implementing procurement policies and government guidelines as well as advising the management on commercial matters to support tendering, contracts management, spend analytics and supplier performance management while maintaining transparency, equality, and probity at the same time.

Rao also has qualitative expertise in project procurement & management, contract management, policy framework including global sourcing of services, plant and machinery, material management activities involving resource planning, logistics management and procurement of speciality chemicals & catalysts required for petrochemicals/gas & oil

industries as well as operation and maintenance activities.

Some of the most notable achievements during Rao’s career span include the finalisation of contracts for mega pipeline and petrochemical projects such as PDH/PP-Usar (worth Rs 8900 crore), PP Pata, JHBDPL, MNJPL and SAPL. “Overall, I am profoundly grateful for the opportunities and invaluable experiences that have shaped my professional journey so far,” expresses a humble Rao.”

On the personal front, he shares, “For me, one of the greatest joys of life is to indulge in the richness of our cultural music, particularly ghazals. The enchanting melodies and heartfelt verses of ghazals entice me to feel a realm of emotions while evoking a profound sense of bliss. The dedication and mastery exhibited by ghazal artists have taught me the importance of honing one’s craft and consistently striving for excellence. The ability to evoke deep emotions through music reinforces the significance of connecting with people on a profound level, whether it be through creative endeavours or professional interactions. Additionally, the preservation and promotion of cultural music exemplify the value of heritage and authenticity, reminding me of the importance of preserving and showcasing the unique aspects of my work and business”.

Apart from music, Rao also enjoys going to nature sanctuaries for recharging his creative energy, find inspiration, and gain a deeper appreciation for the delicate balance of ecosystems. Rao feels, “the serenity and abundance of natural surroundings help me unwind, rejuvenate, and gain clarity of thought. Moreover, being immersed in nature enables me to cultivate a sense of mindfulness and a connection to the world beyond the confines of the office”.