



Sunil Kumar Bains,

Director (Commercial), Central UP Gas Ltd

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Natural Gas Society spoke to Sunil Kumar Bains, Director (Commercial), Central UP Gas Limited about his journey and achievements...

With an experience spanning over 35 years, Mr. Sunil Kumar Bains currently holds the position of Director (Commercial) at Central UP Gas Limited. A graduate of civil engineering from the Delhi College of Engineering, Bains further pursued an MBA with a focus on marketing and human resources from FMS, Delhi. Additionally, he holds a master’s in law with a specialisation in labour law from the Indian Law Institute, reflecting his multidisciplinary approach to education.

Under his astute guidance, CUGL has achieved notable milestones within a mere 13 months showcasing Bains’ strategic acumen and positioning CUGL as a noteworthy player in the competitive CGD landscape. The company witnessed a commendable 45% growth in its customer base, a substantial 35% expansion in infrastructure, a remarkable 71% surge in revenues, and an impressive 51% uptick in profits. CUGL recently earned itself the title of “Best Established CGD Company of the Year,” at the FIPI Awards Ceremony, marking a significant milestone in its journey. With ambitious goals for CUGL, Bains envisions setting up 150 CNG stations, serving 0.25 million domestic PNG customers, and acquiring over 1,000 industrial/commercial customers across CUGL’s geographical areas by 2026.

When asked about CUGL’s technology footprint, Bains said, “As a pioneering first-generation CGD company, CUGL has embraced digital innovation in the domestic PNG segment. The implementation of cutting-edge solutions, such as real-time digital billing, on-the-

spot payments, and geotagging of PNG consumers, sets a precedent for technological advancement in the industry”.

CUGL is also aligned with the Prime Minister’s “Panchamrit” concept and is dedicated to reducing its carbon footprint and adopting clean energy solutions. The company’s commitment to environmental sustainability is vividly showcased through its cutting-edge waste-to-energy facility. Capable of generating 40,000 kgs of bio-CNG, 20,000 kgs of CO₂, and producing 300 metric tonnes of bio-compost daily by treating over 1,200 metric tonnes of Kanpur municipal waste, CUGL exemplifies a proactive stance toward carbon neutrality. This commitment is further reinforced by a 50kW grid-connected solar rooftop installation.

A strong advocate for work-life balance and employee engagement, Bains actively organises training programs for his team and strives to foster a culture of continuous learning and development. When not at work, he is an adventurer with diverse interests. From long-distance drives and photography to heritage walks, he brings a zest for exploration to his personal life. An avid cyclist and valued member of the BPCL golf team, Bains maintains a vibrant and active lifestyle. Notably, despite his demanding schedule, he continues to nurture his childhood passion for quizzing, excelling as a national-level quiz player and quizmaster.

Through these varied pursuits, Bains embodies a well-rounded personality, seamlessly blending professional success with a passion for adventure and continuous learning. His journey stands as an inspiration for aspiring leaders, showcasing that success goes beyond boardrooms and encompasses a holistic approach to life.

Disclaimer: The views and opinions on the gas sector are purely personal.