

Arnav Diwan

MBA, Electrical Eng.

Houston, Texas or Canada

Mobile: 832-302-5551

arnavdiwan@gmail.com

PROFILE

- Commercial & product development expert in new market entries & low carbon energy solutions
- Blend of commercial + technical talents w/ over 18-year career in energy and tech
- Experienced with commercial negotiations w/ customers & partners: offtakes, PPAs, MoUs, term sheets
- Led teams in economic analysis & capital planning through high uncertainty
- Thrive in ambiguity, learn quickly; deeply analytical by nature & skilled at getting to “80:20” rapidly

EXPERIENCE

ExxonMobil	Houston
Commercial Manager , Low Carbon Power for Data Centers	Jan 2025 - Present
- Leading commercial strategy and negotiations with hyperscale and colocation data center customers	
- Leading term sheets, PPAs, pricing, customer diligence, from initial engagement to signed agreements, shaping offerings that integrate energy, carbon abatement, land and water solutions	
Global Product Manager , Lithium Venture, Low Carbon Solutions	2022 – 2025
- Led global marketing and sales of EM's first lithium product for EV & BESS batteries	
- Trailblazing lithium market strategy, product specs, offtakes, partnerships; from project to product	
- Supported execution of 2 offtake MoUs with SK On and LG Chem, with \$B revenue potential	
- Built strong relationships across Li-ion battery value chain players globally (auto OEMs, cell makers)	
Development Strategy Manager , Upstream O&G	2019 – 2022
- Led engineering teams through data-driven economic analysis, strategic planning for major capital projects / programs (>\$1B per year) for tier-1 upstream assets (Permian, Bakken)	
- Built complex cash and book models from ground-up to value assets, choices and earnings; all with funding-level confidence	
Imperial Oil (ExxonMobil affiliate)	Calgary
Opportunity Manager , Upstream O&G	2016 – 2019
- Led mix-discipline team of engineers & geologists to decide “right concept” for \$1B expansion project	
- Lead economist for internal FID of \$2.6B “Aspen” project, employing next-gen tech for improved ESG	
Senior Commercial Negotiator , Power Supply & Trading	2013 – 2016
- Managed power procurement business for all Canadian upstream & downstream sites; led commercial development with generators, transmission owners, grid operators (AESO, IESO) and regulators	
- Originated / executed company-first demand response program to generate >\$1M/yr of new revenue	
Qualcomm	Toronto
Senior ASIC Hardware Design Engineer	2011 – 2013
- Led design & verification of communication block critical to ARM-based SoC in HomePlug product, turning a home's electrical wiring into a Local Area Network (LAN)	
Advanced Micro Devices (AMD)	Toronto
ASIC Hardware Design Engineer – PCIe, Bus IP	2007 – 2011
- Designed and verified “Radeon” GPU PCIe Gen2/3 IP silicon hardware designs	
- Coding frameworks: Python, Perl, Verilog, SystemVerilog, UVM/OVM, C/C++, Java	

EDUCATION

MBA , Schulich School of Business, York University (Toronto)	2010 – 2012
Electrical Engineering (BASc) , University of Toronto	2002 – 2007