



ALKHAS KHAMETOV

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Summary of Experience

- Multi-cultural and multi-lingual commercial industrialist with proven track record in bridging local and global practices, driving change and performance improvement across a broad range of commercial and operational activities within an international context.
- Long successful experience in Sales, Trading and Supply Chain Management.
- Extensive leadership experience in Planning and Supply Chain management, having demonstrated a strong ability to mobilize and build organizational capability and high performing teams. Broad experience of developing Successful Functional and Product strategies involving Production, Technology, Supply Chain Management and Sales.
- Recognized strategist, proficient in implementing the vision within complex environments creating, restoring and delivering performance.
- Innovative developer of offers and products, with deep insight into market drivers that building sustainable competitive advantage.
- Experienced change manager with a proven track record in portfolio management, including start-ups, turn-around, acquisitions and divestments.
- Astute influencer of internal and external audiences, with credentials in interacting and facilitating at Board and Government levels. Sought-after people leader, skilled in developing and retaining high performance teams and instilling wider organizational capabilities.
- Have great ability to develop and sustain relationships in multi-cultural settings, as well as knowing, understanding and respecting both personal and professional relationships, allowing the executive team to discover the economic impact of trust. These values help generate speed of execution while cutting the cost of redundancy, rework and conflict. Expands influence beyond formal boundaries allows in order to

obtain desired results. This involves strategic thinking and identifying key elements of industry analysis and information which the professional must not only be able to judge reliably, but also be able to analyze quickly and effectively in order to understand the impact on profitability.

- Operating with this level of expertise permits the leveraging of resources within the company, make judgments on business advancements and pursue and capture qualified opportunities for the benefit of the company and its shareholders. Operating with this level of expertise allows the executive to leverage resources within the company, make judgments on business advancements and pursue and capture qualified opportunities for the benefit of the professional, the company and shareholders alike.

Professional Experience

SENIOR BUSINESS DEVELOPMENT MANAGER

Petroineos Trading Limited, Petro China International (London) Co., Ltd

London, UK

March 2015-Present

- Generate new business opportunities – emphasis on Crude oil trading opportunities within Europe and North West Africa.
- Developing strategies for developing new business using annual marketing and profit targets, working according to developed sales strategy and sales processes.
- Maintain an in-depth knowledge of capability at Petroineos Trading in terms of products, services and resources in order to optimize any new business opportunities working closely with internal and external stakeholders.
- Monitoring market and competitor activities providing detailed information on the progress of sales activity and targets.
- Networking with industry professionals and stakeholders.
- Effective communication with management, stakeholders and customers.
- Coordinating with trading departments.
- Creating, reviewing and distributing relevant product documentation.
- Arranging and attending meetings with potential clients and preparing and presenting as required.
- Developing budgets, papers and reports

VISITING LECTURER, REGENT'S UNIVERSITY OF LONDON FACULTY OF BUSINESS AND MANAGEMENT

London, UK

November 2014-Present

- Teaching Class of MSs in Oil Trading and Finance, Course of Downstream Economics and Applied Refining Economics Course.
- Leading Diploma Research of Students in Applied Downstream Economics.

DEPUTY EXECUTIVE DIRECTOR OF SALES DIRECTOR FOR SUPPLY, LOGISTICS AND EXPORT, IMPORT OPERATIONS

NIS GAZPROM NEFT*December 2011-October 2013**Belgrade, Serbia*

- In charge of coordinating all commercial activities for NIS Gazpromneft
- Responsible for business development in the Balkans area as well as regional coordination with government bodies, the European Union and other international organizations.
- Manages the processes of sales and supplies of crude products, petrochemical feedstock and base oil.
- Supervises export deliveries through multimodal transportation while developing logistics schemes and marketing strategies for Balkans markets.
- Analyzes existing company activities as they relate to new trends to increase profits.
- Leads regular company meetings and generates reports on company development and targets, while maintaining control over information flows.
- Responsible for development of functional strategy.

COMMERCIAL DIRECTOR**LUKOIL Italia SRL***April 2009 – December 2011**Mediterranean cluster of LUKOIL*

- Currently in charge of coordinating all commercial activities for Lukoil Italia.
- Responsible for business development in the Mediterranean area as well as regional coordination with government bodies, the European Union and other international organizations.
- Manages the processes of sales and supplies of crude products, petrochemical feedstock and base oil.
- Supervises export deliveries through multimodal transportation while developing logistics schemes and marketing strategies for Mediterranean markets.
- Analyzes existing company activities as they relate to new trends to increase profits.
- Leads regular company meetings and generates reports on company development and targets, while maintaining control over information flows.
- Represents LUKOIL in international trade union matters with organizations such as the Chamber of Commerce and various associations of producers and sellers of petroleum and petrochemicals.

**HEAD OF EXPORT AND IMPORT DEPARTMENT
DEPUTY DIRECTOR FOR SALES AND SUPPLIES****LUKOIL Neftochim Bourgas***October 2005- April 2009**Largest oil refinery of LUKOIL in Southeastern Europe*

- In a dual management role, developed successful logistics schemes and marketing supplies for European markets.
- Oversaw the management of processes of sales and supplies of crude products and petrochemical feedstock.
- Managed multimodal transportation export deliveries.
- Controlled the flow of information and reporting, and the development of budgets.
- Coordinated commercial activities and answered directly to the Board of Directors of LUKOIL, whose annual turnover exceeded \$80 billion dollars, with results of the company's performance in the region of activities.

CASPIAN PROJECT MANAGER

LUKOIL International Trading And Supply Company (LITASCO)

June 2002 – December 2004

A LUKOIL subsidiary and one of the world's leading international trading entities in the crude oil and condensate market

- In charge of business development, trading and operational activities with a focus on crude, petroleum products and LPG in the Caspian Basin, Kazakhstan, Turkmenistan, Russia, Azerbaijan, Georgia and Iran.
- Ran the commercial activities unit, mainly covering trading, supply issues and activities with the Caspian Pipeline Consortium.
- Reported to the LUKOIL Board of Directors with results on company performance.

DEPUTY OPERATIONS MANAGER

Milio International Ltd.

October 1999 – May 2002

A global oil and logistics company

- Managed the company's operational activities while supervising traders in Kazakhstan, Turkmenistan, Russia and Azerbaijan.
- Supported and managed CIS logistics and operations contracts between the company and third parties.
- Ensured that all contractual and operational matters were executed in close cooperation with Milio's trading, financial and legal teams.
- Liaised with the company's treasury group to maintain the appropriate in-house checks and balances on new, proposed customers.

OPERATIONS MANAGER

M&O Department

State Oil Company of Azerbaijan Republic (SOCAR)

September 1994 – September 1999

One of the world's largest oil companies

- Responsible for operations of all Caspian and Black Sea ports as well as for the National Iranian Oil account.
- Supervised a team of seven professionals and oversaw logistics and transportation of all export cargo, which included cargo preparation, inspection, loading, documentation and customs clearance.
- Developed expertise over a five year period in trading activities and operations duties with CIS energy customs, insurance, inspection and transport companies, with banks and financial institutions, as well as with Transneft, the Russian state-owned business responsible for the world's largest oil pipeline system.

Education & Training

Graduate, Business Degrees & Advanced Industry Management Courses

INSEAD

Executive Programm, Global Supply Chain Management Program
2012

SDA Bocconi School of Management

SDA Bocconi University, Milan
Global Executive MBA (2010-2011)

ICE Education

Introduction to Futures & Options (2010)

Russian Academy of Science, Institute of Economics

Ph.D., Economics (2009)

PVM OIL Associates, Vienna Austria

Risk Management in the Oil Market with Focus on Applied Risk Management & Practical Examples (2006)

Central Research Institute of State Oil Company of Azerbaijan

Analysis of Additives for Crude Oils with High Viscosity and Crude Emulsions, post-graduate research (1998)

International Human Resources Development Corporation

International Petroleum Management Certificate (1997)

Saybolt Netherlands

Quality Control Training Program Certificate (1996)

SGS Netherlands

Quantity and Quality Control Training Program (1996)
Custody Transfers and Statistics on Loss Control Management Certificate (1996)

University

State Oil Academy of Azerbaijan Republic

Bachelor of Business Administration and Petroleum Economy(1990 – 1994)

Massachusetts State University

State Exchange Program; *MBA* (1992 – 1995)

Languages (Spoken & Written)

Russian, English, Turkish, Farsi, Bulgarian, Italian and Serbo-Croatian