

STEPHANE SOLE

Business Development & Strategy - Africa Oil & Gas



+33 6 07 81 66 22 | sole.stephane@gmail.com | www.linkedin.com/in/stephane-sole/
Paris, France

SUMMARY

I am an entrepreneurial and high-energy professional with a passion for Energy and Africa. I have a natural ability to quickly engage with all stakeholders and effectively promote the added value of the company.

I am seeking for an international O&G group, with strong interest in Africa, to develop strategy and commercial activities.

EXPERIENCE

VP Africa Development

TechnipFMC

01/2016 - 12/2018

Paris, France and weekly visits in Africa

- Managed Group's presence (Assets, offices, people) in Africa. Mainly Senegal, Ghana, Nigeria, Equatorial Guinea, Angola, Mozambique
- Developed and implemented strategy and business plans for existing and new countries. Senegal's office opened in 2017
- Strongly involved in securing key projects (BP Tortue FPSO in Senegal - 600+ mUSD, Anadarko Golfinho Subsea in Mozambique - 1.3+ bUSD, TZinia Ph2 and Dalia Ph3 in Angola, 300+ mUSD)
- Managed relationships with IN-Country stakeholders: Government, NOC and regulators, O&G companies, supply chain and local communities

VP East Africa, BD and Strategy

Technip

01/2014 - 12/2016

Maputo, Mozambique

- Established Group Presence in Mozambique and commercial presence in the Region (Kenya, Tanzania, South Africa) - market over 30 bUSD
- Strongly involved in securing key projects (ENI Coral FLNG project in Mozambique - 5+ bUSD, ENI Sankofa ORF in Ghana - 150+ mUSD)
- Set-up long term relationships with governments, NOCs and universities

Country Manager & Managing Director

Technip

03/2009 - 12/2013

Accra, Ghana

- Established and administrated the Group's office and the GNPC-Technip Engineering company
- Established the first Subsea Fabrication Yard in Sekondi Naval base

Country Manager

PCM

08/2005 - 01/2008

Khartoum, Sudan

- Established and administrated the Company Office
- Multiplied by 3 the revenues in 3 years, created new business line (Service)

Logistics and Project Base Manager

Technip

01/2003 - 07/2005

Lagos, Nigeria

- Managed global in-country operations (Logistics, Fabrication)
- Supported the creation of commercial entity

Offshore installation Engineer

Technip

08/2000 - 12/2002

Paris and offshore

- Prepared and attended offshore installation campaign

MOST PROUD OF



African citizen (12 years) and traveler

Lived in Nigeria, Sudan, Ghana and Mozambique. Visited 30 African countries



Established companies African presence

Sudan, Ghana, Mozambique, Senegal



Partnered with 7 African Universities

Developed innovative RSE programs



VP Africa commission (CCE)

French trade business advisor

EDUCATION

Master Economy of Energy

ENSPM (IFP School)

09/1999 - 07/2000

Fluid Mechanics Engineering

ISITV - Seatech (INP Group)

09/1996 - 08/1999

STRENGTHS

Hard worker | Communicative

Respectful | Adaptive

LANGUAGES

French Native ●●●●●

English Proficient ●●●●●

Spanish Advanced ●●●●●

Portuguese Intermediate ●●●●●