

**Joaquim PEREIRA**  
**Nationality: Portuguese**  
Bucharest  
Cell +40753168448  
[jpereira1005@gmail.com](mailto:jpereira1005@gmail.com)

**Large International Experience**  
Languages fluent: English, French, Italian Spanish, Portuguese  
Foundation level: Romanian

## Global Account & Business Development Manager

---

I have over 20 years' experience in the Oil & Gas industry with roles in Project Management, Engineering, Quality and Sales; the majority of my experience is within the Sales sector, with my most recent role being the Global Account Manager for Schlumberger. I have built a strong international network.

I have a good understanding of customers bidding and procurement processes as well as working with political bodies and developing in-country supply chains and partnerships.

### Professional and Personal Skills and Abilities

#### LEADERSHIP & PEOPLE MANAGEMENT

- Self-starter, who can work under own initiative.
- Ability to lead and motivate large multi-disciplined teams to meet Business and Customer goals, often under tight deadlines and pressurized environments.
- Use continuous improvement for Personal, Team and Business development.

#### COMMUNICATION & NEGOTIATION SKILLS

- Lead customer clarification and negotiation meetings. Promoting a collaborative environment with an objective to achieve a win win situation.
- Facilitate challenging discussions during tendering and execution
- Solid presentation skills to present to both the Customer and Senior Executives
- Build strong relationships and networks both internally and externally.

#### BUSINESS MANAGEMENT & COMMERCIAL AWARENESS

- Ability to understand our Customer's short- and long-term objectives and feed this into the Company Strategic Business Plan.
- Relate the Global Business Strategy to our customers and regions, to develop specific Customer and Regional Business Plans
- Understand the Customer and Political relationships to map Key Decision Makers and Approvers
- Develop Market Pricing and supporting Business Case.
- Good commercial acumen to protect pricing and control costs.

### Registration Certificate

**GRANTED TO LIVE AND WORK IN ROMANIA**

### EU Settlement Scheme

**GRANTED TO TRAVEL IN & OUT OF THE UNITED KINGDOM**

- Visa not required

## Experience and Achievements

### **MEMBER | ACP Energies-France | 2021**

- The ACP Energies association of Oil & Gas/Energy specialists is a place of reflection offering proposals on the low-carbon transition of the oil and gas industry.
- Joined the H2 team and participate to collect market intel.
- Improved our visibility by contributing to have the website in English and in doing communications through social medias.
- Engaged with new actors like Galp Energia and the Global Carbon Capture and Storage Institute.

### **SALES MANAGER | LJDG | 2019 TO 2021**

- Director & Co-Founder Artisanal Jam & Coffee branding.
- Developed new savoury gourmet for Chefs and Premium distributors.
- Success story with Chefs, Joel Robuchon and Babette de Rozières.
- Developed business with new customers and distributors. Improved the supply chain and communication.

### **MEMBER | EVOLEN | 2019 TO PRESENT**

- The French association of companies and professionals in the service of Energy. Coaching sales engineers “win strategy”.

### **GLOBAL ACCOUNT MANAGER | SCHLUMBERGER/CAMERON | 2011 TO 2019**

- Developed strategic positions for key prospects with a value of circa \$1bn.
- Secured a Framework agreement with ENI, amongst major contracts (\$300MM) and conceptual paid studies.
- Responsible for the Global relationship between the Company and the customer, with responsibility for the Account Management Strategy and working with the Regional Sales Managers to ensure alignment between the Prospect Pursuit Plan and the overall Account Management Plan.
- Presented to Leadership of Sales Plan overview aligned with customer strategy and company targets.
- Achieved Price recovery from existing services contracts and developed initiatives for revenue growth.
- Gold Award success story Team for Zohr fast track project in Egypt, an Integrated Solutions differentiator.

### **SALES AREA MANAGER | CAMERON | 2006 TO 2011**

- Sales Manager in charge of South Europe and North Africa for the supply of process packages Oil, Gas & Water for downstream applications. Secured various contracts in value from \$2M-\$40M for design, fabrication, installation and maintenance services with also ancillaries on a rental basis.

### **PROJECT & SALES MANAGER | PROCESS SYSTEMS S.A. | 2000 TO 2006**

- Granted all procurement and contracting activities were carried out in accordance with legislation & company policy.
- Secured the contracts and was in charge of the execution - supply and installation Gas Sweetening units for Underground Gas Storage Facilities expansion respectively for ENGIE in France and for TPAO in Turkey.

### **PROJECT & QUALITY MANAGER | PETROLITE & BAKER HUGHES PROCESS | 1992 TO 2000**

- Project Manager for on-shore and offshore projects from conceptual up to start-up.
- Delivered 7 contracts successfully.
- Implemented and maintained the Quality Assurance System ISO 9001.

## Education

### **HIGHER NATIONAL DIPLOMA – BTS MICROTECHNOLOGY | 1989 | LEONARD DE VINCI**

### **Specific Training Courses**

- CAMERON SCOPE (Subsea Commercial, Operations and Project Execution) Training Course
- Miller Heiman SSCSIL Strategic Conceptual Selling
- OPTIMUS / CRM
- S3 Strategic Selling System
- Schlumberger Sales & Commercial Training Program
  - Sales Management/ Bidding / Understanding our Customers / Negotiation/ Business Acumen & Commercial Risk
- Commissioning and start-up
- Project Risk Management (RSK1) and Risk Tracker (CRITER) RSK2)
- International Bribery and Corruption/Conflicts of Interest / Practical Ethics