

ARKADIUSZ GALAT

WORK EXPERIENCE

- 12/2007-08/2009** **Oil & Gas Consultant/Analyst, Frost & Sullivan, Technical Insights div., London/Warsaw**
- Technical consulting for upstream and downstream oil & gas industry: Business analysis of the technologies commercialization and Innovation development; multi country projects; oil & gas market players due diligence and business intelligence
- Some of the accomplished consulting projects:**
- New developments in deepwater exploration and analysis of the commercial potential of the floating LNG platforms; **Petronas**
 - Key opportunities for enhanced multi point in-well pressure measurement systems - **Smart Fibres**
 - Strategic analysis of the up and downstream Polish gas market; assessment of the commercial opportunities for the SCADA system – **ABB Oil and Gas**
 - Energy & Power systems: upstream & downstream market analysis: technologies challenges, market drivers,
- Webcast presentation of the report: Application of CO₂ in oilfield operations.** Evaluation of the key economic and technical drivers, and restraints for CO₂ market development. Consequences for other energy market players.
- Building and maintaining client relationships; close collaboration with sales team
- 03/2007-09/2007** **Assistant to the Professor Irena Lipowicz, University of Warsaw, (Faculty of the administration law)**
- Assisting in lectures preparation on: "multilevel governance in European Union; common energy policy"
 - Co writing of an article to be published: "The assessment of the risks and challenges associated with development of LNG sector in Europe"
- 06/2006 – 12/2006** **Analyst, Schlumberger Business Consulting, Singapore, Fixed-term contract:**
- Analysis and strategic evolution of the Exploration & Production trends (e.g. deepwater industry; potential challenges, risks) for **Petronas**.
 - Country Profile of the countries from South-east Asia (licensing policy, O&G projects), monitoring and analysis of regulator companies and government policies
 - Upstream strategy, due diligence & benchmarking: performance of National and International Oil Companies in South-East Asia
- 03/2006 – 05/2006** **Trainee Analyst, French Ministry of Economy and Industry/ Department of Energy and Raw Materials, Paris**
- Analysis of the energy strategy of Russia in Europe:
- **Gazprom** strategy in Europe and Central Asia (gas supply risk & security).
 - Liberalization of European gas market
 - **Gas & LNG** market structure in Europe and its development
 - Contractual framework for the gas supplies
- 03/2005 – 09/2005** **Trainee analyst, International Focus (Think tank), Paris**
- Analysis/surveys of energy markets Iran, China, Russia, Brazil
 - Commodities market analysis

EDUCATION QUALIFICATIONS

2005 – 2007 **Postgraduate Degree in Geopolitics (major of energy)**, Paris1 Sorbonne/Ecole Normal Supérieure, Paris

2004-2006 **B.A. in Political Science (specialization energy market)** Sorbonne, Paris 1

SKILLS & INTERESTS

07/2006 **Consultancy training** (Brighton – UK) organized by SBC for energy consultants:
interviewing, techniques for written presentations (Power Point, Word): structure QSCA (*Pyramid principle, B. Minto*) and **petroleum economics**

- Literacy in energy market analysis:
 - Commodity flows:
 - Primary and secondary energy commodities
- Benchmarking of the performance of the oil production:
 - exploration, execution, production benchmarks
- High interviewing skills gained through the information researching either by telephone or face to face meetings.
- **Analytic Hierarchy Process (AHP) statistical evaluation tool**
- Commercial acumen
- Experience of successfully delivering large scale projects and client service ability with excellent communication

Languages: **Polish:** mother tongue
French & English: fluent (respectively C2 and C1*)
* Common European Framework of reference (CEF) level