

Paul Jones

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CHIEF EXECUTIVE

A significant record of achievement encompassing board level business directorship with a solid background in the National and International Energy and Manufacturing Sectors with direct experience in the UK Finance Sector. Broad ranging leadership, business development, change management abilities that has allowed corporate change whilst sustaining a highly motivated workforce and considerable growth. Fluent in Spanish. Now looking to continue making a valued contribution for a larger blue chip company in the U.K. at executive level.

AREAS OF EXPERTISE

- Divisional operations / strategic planning
- Identifying new markets
- Partnership development
- Project team leadership
- Operations management
- Business development
- Modernisation and Construction
- Staff training and development
- Facilities development
- Technical / commercial proposals
- Change management
- Customer focus
- P&L responsibility
- Financial controls
- Negotiating

EDUCATION AND PROFESSIONAL AFFILIATIONS

Eur.Ing	European Engineer	1992 - date
Member	of the Institute of Directors	1996 - date
C.Eng.	Engineering Council: Chartered Engineer	1992 - date
BEng (Hons)	Electrical / Electronic Engineering (1 st Class)	1986-90
HNC	Electrical / Electronic Engineering	1982-86.

Up-to-date on continued professional development, details attached or can be given at future meeting.

PROFESSIONAL EXPERIENCE & SIGNIFICANT ACHIEVEMENTS

CHIEF EXECUTIVE / MANAGING DIRECTOR

Jan 03 - Present

Write Company A Here

- Developed the new corporate strategy of the company in liaison with the Board and Company Investors. Thereafter executed policy, strategy and whilst managing the P&L.
- Successfully led the Executive and the company into a new market and level of business performance.

As Managing Director (Aug 03-Jan 03)

- Restructured the company that effectively accommodated expansion / challenges and major repositioning of products / services for alignment with client/sector needs.
- Led efforts on re-engineering business processes that allowed us to become more customer-focused and streamlined as well as enabling corporate rebranding and badging.

Director of Development (Jan 03-Aug 03)

- Led the front end engineering and developed intellectual property and technological know-how, subsequently implemented all new products and services with the associated marketing and training collateral.
- Implemented a £multi-million development with the first multi-sector B2B, Virtual Competence Management and Knowledge Maintenance System, *that allowed corporate clients to maintain good governance/risk management and comply with UK Regulator requirements. As direct result, FTSC created its first subscription based service, establishing a long-term revenue stream for the company.*

PROFESSIONAL EXPERIENCE & ACHIEVEMENTS (CONT)

PROJECT TEAM LEADER

Nov 99 - Jan 03

Write Company B Here

A one-billion US dollar investment project for oilfield development!

- Safety executed and delivered the facilities and infrastructure in Eastern Venezuela. (Delivered the relevant phases of the project incident free within budget and schedule, whilst leading a highly motivated successful team and whilst maximising local content and knowledge/skills transfer.
- Led a behavioural transformation exercise that communicated the vision and strategy of incident free work to over 2000 personnel.

FACILITIES DEVELOPMENT MANAGER

Nov 98 - Nov 99

Write Company C Here

(Production Share Agreement (PSA) with the Turkmenistan government to explore and produce oil/gas and gas reserves).

- Spearheaded an "In-country Development Programme". Assessed economics, established drivers and identified triggers required for development options.
- Instrumental in the development of the business contract strategies for effective operational management, infrastructure capital works as well as engineering services, in-country training and support.
- Negotiated strategic partnerships with governmental offices, companies and institutions.

PROJECT MANAGER

1996 - 98

Write Company D Here

- Assigned to a project team on \$4.5 billion grass roots complex, with sole responsibility for \$60 million fixed price contract with Linde A.G. Germany.
- Managed engineering and procurement phases of project, after initial involvement in development on contractual remits
- Created a substantial reduction in design costs and schedule whilst outsourcing the design engineering to Mumbai, and offices in San Francisco.

IN-COUNTRY MANAGER (Shutdown Coordinator).

1995 - 96

Write Company E here

Part of a senior management recovery effort on Petrotrin Refinery upgrade subsequently took over as In-Country Manager.

- Involved in construction / commissioning of new Facilities. Undertook revamping, de-bottlenecking of refinery units and infrastructure. Implemented HSES & Integrity upgrades.
- Re-established stakeholder confidence and internal restructuring.
- Avoided the contract being removed form SNC Lavalin and grew the contact value from \$12.5 Million USD to \$50 Million USD.
- Resolved strike action with National Labour Unions and solved dispute that could have resulted legal actions with Trinidadian Government

EARLY CAREER SUMMARY

Senior Project Engineer	Natural Gas Co., Dubai	(1993-95)
Onshore Facilities Engineer	Exploration, Aberdeen	(1992-93)
Project Engineer	Oil, Grangemouth / Honeywell, Brussels	(1991-92)
Control Engineer	Exploration	(1990-91)
Apprenticeship Inst. Technician	Oil, Grangemouth / Brussels	(1982-86)

Awards and Certification:

- Won the "British Petroleum Tallow Chandler Award for Excellence" & the "Deans List for Meritorious Achievement" at Strathclyde University.

Languages: Fluent Spanish.

Personal: Married. **Date of Birth:** 1969