

ALKHAS KHAMETOV

Summary of Experience

An international, highly qualified, oil management executive with nearly twenty years of experience in sales management and supplies of crude oil, refined petroleum and petrochemical products with a broad network of substantial contacts in business and government circles. Extensive knowledge in the area of logistics and energy resources trading on the CIS and European markets. Proven track record in the multinational community. Outstanding level of professionalism and ethics, a keen ability to work under pressure with a fluency in seven languages. Exceptional organization abilities with a talent for recognizing new business trends to obtain results and maximize profits.

Professional Experience

COMMERCIAL DIRECTOR

LUKOIL Italia SRL

Mediterranean cluster of LUKOIL

April 2009 – Present

- 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

Largest oil refinery of LUKOIL in Southeastern Europe

October 2005- April 2009

- 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

SDA Bocconi School of Management

SDA Bocconi University, Milan
MBA (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
Custody Transfers and Statistics on Loss Control Management Certificate (1996)

Massachusetts State University

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

University

State Oil Academy of Azerbaijan Republic

Bachelor of Business Administration (1990 – 1994)

Languages (Spoken & Written)

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