

Summary: Mentor, advisor, and university guest lecturer on natural gas and renewable energy, strategy, marketing, and business development. Expertise in strategic energy issues, with extensive experience in clean energy technology and business for natural gas and renewable resources with clients in academia, government, and industry globally. Project experience in Natural Gas, LNG, and LPG. Guest lecturer and advisor on carbon-light natural gas and LNG and sustainable development with carbon-free renewable resources for cleantech energy projects. Former clients include international and government-owned companies, US and foreign energy firms, US and foreign governments, international agencies, law and financial institutions, medical centers, and universities. Expertise includes strategic planning, innovative thinking, commercial judgment, and outstanding presentation and communication skills. Advisor on commercial negotiations, project and joint-venture evaluations, market and customer research, project competition and cost analysis, new process and product design, customer-centric marketing, new business development, and vision and strategy. Advised clients on managing change in technology, competition, new products and services, energy diverse supply and efficient use, and sustainability, while pursuing the UN Sustainable Development Goals (SDGs).

2014-Present: ENERGY MENTORS INTERNATIONAL LLC - Senior Advisor Emeritus

Forty years of experience in the global energy industry advising executives, policy-makers, companies, and governments on transitioning from carbon-heavy fuels to carbon-light energy and carbon-free renewable resources. Past experience in strategic and commercial consulting, research and development, oil, gas, and chemicals operations, analysis and planning, project and product evaluation, forecasting, integrated simulation and negotiation models, new business development, and consumer and industry marketing. Advised clients on energy supply, demand, trade, prices, and projects for efficiency, sustainability, climate change mitigation, and improved regulations. Guest speaker and panelist at various business, energy, healthcare, and university seminars on fuels and impacts on water, food, health, jobs, education, greenhouse gas (GHG) emissions, and environment.

- Energy Advisor for various universities with negotiations, in-class courses, online collaborative e-Learning, incubator labs, and think-tank institutions with integrated dynamic simulation models for formulating and adapting sustainable development policy plans for various UN member countries to meet their 2030 and 2050 SDG targets.
- Advisor for improving energy efficiency, sustainability of renewables, fuel supply diversity, energy demand management, pricing, power generation, transport, industrial, and residential uses of cleaner energy.
- Mentor and Advisor to students, professionals, executives, and government officials on projects, trades, and policies of fossil fuels and transition to a rational economic and sustainable mix of fossil, nuclear, and renewable energy resources (solar, wind, hydro, geothermal, waste-biomass).

2011-Present: NATURAL GAS and RENEWABLES - Business Mentor and Guest Lecturer at Universities

New York University: Stern School of Business, Tandon School of Engineering, School of Law, Liberal Studies Program

Columbia University: Knowledge, Technology, and Social Systems Seminars, Water and Pollution, The Middle East

Massachusetts Institute of Technology: MIT School of Chemical Engineering, MIT Sloan School of Management

Student mentor and guest lecturer at courses on transition to clean energy business and change management. Assist NYU professors and students on energy fuels and change management case studies. Focus on impacts by Telecomms, Computers, Analytics, Technology, and Renewables. Mentor 60 students at NYU and MIT on energy projects and start-up companies at incubator labs. Focus on internships, projects, and careers. Guest Speaker on business and technology of fossil fuels and renewables, climate change and environment, public health, and government policies for transition to clean energy. Examples:

- World Crude Oil and Natural Gas Supplies, Trades, Prices, Demand, Shipping, and Competition
- Shale Oil and Gas Fracking: Supplies, Prices, Environment, Climate Change, and Public Health
- Managing Change at Big Oil and Gas firms for Prices, Fracking, Carbon Emissions, and Renewables
- Energy Efficiency, Buildings and Cars in Sustainable Cities, Electrification and IoT
- Smart Electric Grid, Smart Energy-net, Carbon Cost, Cap-and-Trade Carbon Emissions
- Online Education and Training e-courses
- Managing Change for Sensors and Networks Tech, IoT, AI, Robotics, Big Data, and Social Media
- Fossil Fuels vs Clean Energy for Power Generation, Buildings, Industries, and Transport
- Cost of Solar-PV, Wind, and Fossil Fuels for Power Gen and Impacts of GHG Emissions and Pollution
- Electric Vehicles, Chargers, and Driverless Cars with AI and Battery Power Storage
- Distributed Generation, Battery Electricity Storage, and Heat/Cold Energy Storage
- Levelized Cost of Energy (\$/MWh) for Fossil Fuels, Nuclear, and Renewables
- Investment Tax Credits for Solar and Wind Power Gen industrial, commercial, and residential projects

1998-2006: POTEN & PARTNERS, INC., New York - General Manager, LNG and Gas Consulting, Partner Retired December 2006

Poten & Partners is a privately-held company with headquarters in NY City and offices worldwide. It provides consulting, project development, and brokerage for cargo and ship transportation of various energy products.

Responsibilities and Achievements

Reported directly to the CEO and Commercial Director. Founded, expanded, and managed all LNG, Natural Gas, and LPG energy consulting and new business development worldwide. Developed and implemented strategies and evaluated projects for importers, exporters, power generators, chemical and industrial firms to transition from carbon-heavy fuels to cleaner fuels e.g. Natural Gas, LNG, and LPG, with lower carbon emissions. Developed and expanded advisory services and retainers for private sector energy firms and national companies. Provided due diligence to international lenders working on project finance of proposed energy projects and capital investments. Headed LNG and LPG publications, electronic e-data services, executive training seminars, and special studies on advantages and lower costs of natural gas.

Selected Examples of Work

- Marketed, negotiated, and secured consulting mandates from energy companies to support their preparation of pricing bids for LNG long-term supplies to their proposed LNG import terminals, city-gas, and power generation plants.
- Conducted commercial and strategic studies on competing natural gas and LNG suppliers for projects in countries in the Middle East, North America, South America, Africa, Europe, Russia, and Asia Pacific. Evaluated LNG supply and cost of service along the value chain. Assessed economics of natural gas vs renewable energy for power generation, pricing mechanisms, commercial contract due diligence, and competitor project profiles.
- Directed due diligence services on behalf of banks and law firms for the financing of several clean energy gas-fired power plants, LNG/LPG import terminals, ships, and export facilities. Assisted principals in the drafting of Sales and Purchase and Terminal Throughput Agreements. Supported negotiations of supply, shipping, and storage contracts.
- Presented to top management of client companies evaluations of proposed LNG export and import projects.
- Directed several project evaluations and economic feasibility studies on the demand, supply, pricing, and transportation of natural gas, LNG, LPG, and gas-liquids fuels in international markets.
- Planned and implemented the successful development, launch, and marketing of the strategic e-study and database “LNG Cost and Competition” on evaluation of capital investments and cost of service for LNG export and import competing projects worldwide. Report was issued jointly with Merlin Associates (Houston) in 2000 and 2004 and became the basis for close working collaboration and later acquisition of Merlin Associates by Poten & Partners.
- Planned, structured, acquired resources, created, and managed the LNG/Gas Consulting business in NY. Developed and implemented business plan for consulting based on multiclient e-publications and retainer advisory services.

1997-1998: POTEN & PARTNERS, INC., New York - Manager, LPG Consulting

Responsibilities and Achievements

Reported directly to the President/CEO. Integrated the LPG Consulting services in NY City with the LPG Commercial services located in London (UK). LPG business units for Consulting and Brokerage are currently operating in London.

1994-1997: POTEN & PARTNERS, INC., New York - Manager, Gas Projects Development

Responsibilities and Achievements:

Reported directly to the President/CEO and Head of Projects. Responsible for developing new ventures in the natural gas and gas-liquids sector. Developed and negotiated the formation of a consortium of companies for an offshore oil and gas exploration project in South America, a joint-venture of US/Asian companies for onshore and offshore LNG storage terminals, and a US/Russian joint-venture for production of natural gas and derivative products in Russia.

1981-1994: POTEN & PARTNERS, INC., New York - Senior LPG Consultant; Manager LPG Consulting

Reported to General Manager of Research and Consulting and then headed the LPG Consulting Department.

1975-1981: EXXON CHEMICALS, Linden, New Jersey; ESSO CHEMIE SAF, Rouen, France

Paramins Oil Additives - Research Analyst; Elastomers and Feedstocks - Senior Manufacturing Analyst

Reported directly to Research and Technology management (Linden, NJ) and Product Business executives (Darien, CT) for cost and financial analysis of Exxon Chemicals global business lines. Laboratory tests and pilot plant studies for new products, cost analysis, and capital investment evaluations for new processes, projects, and manufacturing facilities.

Languages

Fluent in English and Greek. Grew up in Athens, Greece through high school. Working knowledge of French.

Educational Qualifications

MBA International Business (London Business School, Paris Hautes Etudes Commerciales, New York NYU Stern) 1975-77
MSc Chemical Engineering (MIT, Practice School Program, American Cyanamid, Atomic Energy Commission) 1973-75
BSc Chemical Engineering (NY Polytechnic Institute, NYU Poly, now NYU Tandon School of Engineering) 1969-73