



PERSONAL INFORMATION

Artur STRATAN

POSITIONS
APPLYING FOR;
PREFERENCES

Business development, commercial, stakeholder relations, public and government relations, relations with relevant and/or employer organizations, strategy, policies, active sales, portfolio optimization, international relations and cooperation, establishment and management of joint ventures, consulting on energy and natural gas acquisition/sale strategy

EXPERIENCE

- (2022 - 2025) **Chief of Staff to Secretary of State Pavel-Casian Nitulescu, Ministry of Energy**
Providing support and daily management of the dignitary's office.
- (2021) **Director of Strategic Procurement, Chimcomplex S.A.**
Responsible for all strategic procurement operations of the company, including energy and natural gas. Responsible for issuing requests for proposals, bidding rounds, bid analysis, negotiations, supplier selection, awarding and concluding energy and natural gas supply contracts for both petrochemical plants in Onești and Râmnicu Vâlcea for the period 2021-2022. Achieved savings of over EUR 5.7 million.
- (2018 - 2023) **Person in charge of relations with Romanian authorities, Petroleum Expert/Business Development Manager, Amromco Energy/Commercial and New Ventures Manager, ADX Energy/Senior Consultant, partner**
In H1 2018, consulting contract for the restitution to ANRM of 6 marginal fields belonging to Expert Petroleum / H2 2018 and Q1 2019 consulting contract with Amromco Energy for business development / From Q2 2019, business development consulting contract for ADX Energy / From 2022, consulting contract with Partener for energy and natural gas acquisitions
- (2013 - 2017) **Business Development Director, AMROMCO ENERGY/ President, ROPEPCA**
Directly involved in negotiations with Romgaz for the negotiation and signing of the FOA, JOA, and Service Agreement for the JV between Romgaz (50%) and Amromco Energy (50%) for 11 gas fields;

Responsible for the JV and JOA agreement for AMI Moinești based on the study agreement between OMV Petrom and Amromco Energy for 6 fields; Negotiated and signed the transfer agreement between OMV Petrom and Amromco Energy for the Socu Est field; Prepared and submitted pre-qualification bids and binding bids to OMV Petrom for the sale of marginal fields in 2014 and 2017 and for the sale/transfer of PEC Ticleni in 2016;



Represented Amromco Energy in the ROPEPCA (Romanian Petroleum Exploration and Production Companies Association). Elected between 2013 and 2018 as a member of the Steering Committee and elected as President between 2013 and 2016 and 2019 and 2020. I was fully involved in meetings and negotiations on various topics of interest: royalties, the new tax regime, Petroleum Law 238, Gas Law 123, the windfall tax, ANRM reform, the special construction tax, land access, the 2014–2035 National Energy Strategy, classified information law. I represented the association in all meetings and negotiations with stakeholders, working groups, seminars, conferences, and events as a speaker. I engaged in dialogue with various political parties, ministries, and the media. I provided feedback on legislative changes to Wood McKenzie, the European Commission, DG Energy, and the IMF. and between 2014 and 2017, I served as a member of the Energy Committees of the FIC (Foreign Investors Council) and AmCham.

(2009 - 2013) **Sr. Project Manager, Business Development (“Ad Interim” Head of Business Development Department, E&P Business Support Department), Department Manager, E&P, Commercial Development, Gas Sales, Infrastructure and Joint Ventures Department, Senior Commercial Expert**

OMV Petrom S.A., 22 Corallilor Street, Bucharest – 013329, Sector 1, Bucharest, Romania

(www.petrom.com)

Romanian Petroleum Exploration and Production Companies Association (ROPEPCA), 13 Tudor Stefan Street, 2nd floor, Sector 1, Bucharest, 011655, Romania (www.ropcpa.ro)

Led OMV Petrom's multidisciplinary negotiations with third parties interested in marketing and expanding their onshore and offshore interests.

Projects to streamline OMV Petrom's portfolio of deposits: negotiating and obtaining optimal terms and conditions for OMV Petrom in projects to streamline the JV portfolio.

Defining the new portfolio optimization strategy for the period 2013-2020.

Negotiating complex multidisciplinary agreements and coordinating all activities related to the sale of participation interests, negotiating joint operating agreements, joint bidding agreements for areas of common interest, production improvement, joint development of oil and gas fields, business transfer agreements, and asset sales.

Achievements

Transferred a 49% stake to Repsol in the Baicoi, Targoviste, Pitesti, and Targu-Jiu onshore exploration blocks; negotiated FOA, JOA Principles, and JOA with a total value of **EUR 50 million**.

Sold and transferred the Cucuieti, Tescani, and Mihoc deposits to Amromco Production Company SRL; transaction based on a Business Transfer Agreement (BTA) worth over **EUR 8 million** and completed in December 2012.

Outsourcing of production operations for the Gropile lui Zaharache, Geamana, Toporu Est, Chirii Est, Chirii Vest-Toporu, and Campeni deposits to Amromco Production Company SRL based on a preliminary study from 2012 and with a value of **USD 1 million**, followed by an agreement to rehabilitate the deposits.

Managed the outsourcing of production operations for 13 mines in the Arad area based on a production improvement contract (PEC) for a period of 15 years and with a value of more than **EUR 50 million**.

Member of the negotiation team between OMV Petrom, ExxonMobil, and ANRM to ensure the viability of the agreement for the exploration of the Neptune Deep offshore block in the Black Sea. The new work program and addendum to the concession agreement were negotiated with ANRM and approved by Government Decision.

Sale of a 50% interest to St. Brendan's (Triana Energy Group) in the Maramures, Giurgiu, and Rosiori onshore exploration blocks; negotiated FOA and JOA with a value of over **USD 22 million**.



Outsourced production operations on the Slavuta, Varteju, Bodaesti, and Golumbu fields to Expert Petroleum based on a preliminary study from 2012 and with a value of **EUR 1 million**, followed by an agreement to rehabilitate the fields.

Member of the negotiation team for production enhancement contracts (PEC) signed with PetroSantander Intl. and Petrofac for the Turnu and Ticleni onshore fields, with a contract value of over **EUR 280 million** and **EUR 700 million**, respectively.

Member of the negotiation team for the sale of a 50% stake in the Neptun offshore block to ExxonMobil; for the negotiation of the FOA and JOA. Negotiated the joint bidding agreement with Romgaz and ExxonMobil for participation in the 10th round of ANRM bidding for exploration blocks.

Sale of 50% stake to Hunt Oil in the Adjud and Urziceni East onshore exploration blocks; negotiated FOA and JOA with a value of over **USD 16 million**.

Business or sector Upstream Oil & Gas

- (2007 - 2009) Region 1 Coordinator / Caspian Region Coordinator OMV, E & P-INT, RG1, CEE & Russia, Vienna (www.omv.com)
- (2006 - 2007) Project Advisor, E & P, Engineering and Projects Division, OMV Petrom Projects Department, Ploiesti, Prahova County, Romania (www.petrom.com)
- (2005 - 2006) General Manager Kom Munai LLP / Operations Manager Kazakhstan, Petrom Branch, Almaty, Kazakhstan
OMV Petrom, Almaty & Aktau, Kazakhstan (www.petrom.com)
- (2004 - 2005) Kazakhstan Coordinator, PETROM S.A. – Member of OMV Group, EP International, Kazakhstan Department
Petrom S.A., 109 Calea Victoriei, Sector 1, Bucharest, Romania (www.petrom.ro)
- (1997–2004) India Country Manager / Joint Managing Director
Petrom S.A., Mumbai, India / M.D. Petrom Oil & Gas Pvt. Ltd., Mumbai, India
- (1996 - 1997) Area Manager, Petrom International, New Ventures Office
Petrom S.A., 109 Calea Victoriei, Sector 1, Bucharest, Romania (www.petrom.ro)
- (1987 - 1996) Directional Driller, Petromar Constanta offshore subsidiary
Petromar, Constanta, Romania (www.petrom.ro)

Business or sector Upstream Oil & Gas

EDUCATION AND TRAINING

- (2011 - 2012) OMV Step 2 Excellence Program
IMD Lausanne, Switzerland



- Strategy and value creation, culture and change, innovation and knowledge, leadership and personal impact, individual development, organization and networks, value generation in projects and delivery

(2011) **Negotiation Skills Workshop presented by Dr. Ken Mildwaters**

Mildwaters Consulting LLP, Bucharest, Romania

- Acquiring negotiation skills for standard contracts in the upstream industry

(2011) **The M.B.A. Training Company, Bucharest, Romania**

The M.B.A. Training Company presented by Dr. Ken Mildwaters

- Commercial Contracts for the Oil and Gas Industry

(2008) **OMV Step 2 Success**

OMV Global Solutions, HR Management & Consulting, Gols, Austria

- Interpersonal skills: communication, presentation, and intercultural sensitivity

(2007) **OMV Competencies for Success**

OMV Solutions, HR Management & Consulting, Management Development Institute (MDI), Vienna, Austria

- Ability to execute, basic management, delegation and empowerment, performance management, management and leadership, team building

(1982 - 1987) **Petroleum Engineer, 5-year full-time course**

University of Petroleum and Gas, Ploiesti, Romania

- Graduate of the Faculty of Well Drilling and Oil and Gas Field Exploitation

PERSONAL SKILLS

Native language

	Romania		SPEAK		WRITING
	UNDERSTANDING				
n Other languages	Listening	Reading	Verbal interaction	Speaking	
English	C2	C2	C2	C2	C2

Communication Skills

I possess excellent communication skills, acquired and developed in international operational environments, due to prolonged exposure to multiculturalism and high interaction with industry-specific organizations, alignment with stakeholders, government negotiations, and media exposure.

Organizational/Management Skills Management Skills

I have proven organizational and managerial skills, acquired through local and international operations, coordinating mixed interdisciplinary teams to align the company's position on various technical, legal, financial, tax, human resources, HSEE, risk, insurance, commercial, and business issues. I have effectively led teams of 2-200 people.



Professional skills

I always make the most of the knowledge I have acquired, both in oil operations and in the various management positions I have held. Negotiation, arbitration, and conflict resolution skills, complex negotiations with multiple partners, presentation, public speaking, advocacy, compliance with health and safety regulations. I have a good understanding of the local legislative framework in the upstream sector. Expert certification by the Agency for Mineral Resources (ANRM), certificate no. 2540/22.04.2021.

Digital competence

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving
Experienced	Experienced	Experienced	Experienced	Experienced

Driver's license

Category: B

ADDITIONAL INFORMATION

Publications

Petroleum Review, Energynomics Magazine, Thinking Beyond Today – The Romanian Economic Model in the European Union Romania – Horizon 2040, Association for Economic and Social Studies and Forecasts (ASPES) – 2021

Presentations
Conferences

Energy Strategy Summit 2015, 2016, 2017, Foreign Investors Summit Nov 2, 2016, BNR Profit Growth Forum Jun 20, 2017, Romania Oil & Gas Conference Nov 2015, Energynomics National Energy Strategy Summit Report 2015, 2016, 2017, Black Sea Oil & Gas Conference 2018, Gas Conference Nov 2015, Energynomics National Energy Strategy Summit Report 2015, 2016, 2017, Black Sea Oil & Gas Conference 2018, 2019

Awards

AmCham Certificate for outstanding contribution to AmCham's advocacy activities in 2016
AIPN 2012–2019 (Association of International Petroleum Negotiators)

Member