**Quinzio Pugliesi**

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Mobile:+ 65 967 80314

French citizenship, Singapore Permanent Resident

Age: 36

**Legal Counsel**

***(9 Years PQE)***

**Double qualification in Law and Business Management**

***(Top 10 European Business School)***

**Achievements/Development:**

* Developed an extensive practice in the industrial sector in MNC
* Good knowledge of managing high value contractual risks & legal issues in South East Asia
* Strong contract and commercial management skills
* Worked in a different cultural environment and received recognition of clients and colleagues.
* Developed a sense of adaptability
* Ability to interpret new legislation and communicate the impacts to the business
* Operational exposure & Business minded oriented
* Well organized, efficient and able to work autonomously
* Served as liaison between high-profile clients and majors suppliers and internal stakeholders
* Provide strong leadership and foster a team environment
* Met deadlines consistently
* Directed a team
* Built client and suppliers relationships

**CAREER SUMMARY**

***Nov 2013- Ongoing* MODEC Offshore Production Systems -*Leading Japanese contractor in Oil & Gas - Singapore***

* Manage and coordinate major subcontracting activities from tender stage to close out on Floating Production Systems & Offloading (FPSO) projects*(.>USD 1Billion*), including associated insurances, guarantees, securities, drafting and/or review and approval of subcontract notices, amendments, change orders, warranty claims, and formalization of subcontract closeout
* Lead procurement negotiation of purchase order terms and conditions
* Provide legal support and advice relating to EPC tender (Brazil & SEA bids), O&M, sale and purchase of goods and services, strategic business partnerships and project financing intercompany agreements
* Drafting, review and negotiate contracts such as NDAs, MOUs, shipyard, fabrication, engineering contracts, operations, IT contracts
* Develop and implement project risk management strategies and plans
* Provide practical solutions to legal problems and challenges.
* Develop and improve contracts templates

***July 2012- Oct 2013*** **McDermott Asia Pacific - *Leading US contractor in offshore Oil & Gas - Singapore***

* Managing contractual and legal aspects of client tender document relating to EPCI projects *(>USD500 Million*)
* Providing legal support and advice to the Asia Pacific business unit relating to the contractual risks before project award.
* Developing negotiating strategies with potential Client
* Advising on legal claims and strategize on contractual dispute resolution
* Assisting business unit with contractual dispute resolution
* Providing general corporate support to the Project Management Team on Insurance certificates, bank guarantees, parent company guarantee, sensitive contract related correspondence, warranty claims.

***May 2011 – July 2012*** **ArcelorMittal Projects *- Steel solutions distribution for Oil & Gas sector - Singapore***

* Managing the legal and compliance aspects of local projects and being the main contact for corporate between Head Quarter and the local entity
* Establishing General Conditions of Sale and of Purchase for the entity
* Providing legal and contractual support relating to JVs, MOU’s sales of products, lease agreements
* Developing business process in term of Quality Management.
* Providing internal training on compliance

***Aug 2010 – May 2011*** **Casino Supermarket Group – *Worldwide leader in the Distribution sector - Paris***

* Drafting and negotiating of commercial and services contracts such as innovation partnerships for creating a “*future retail store*”, advertising contract, IT agreements, freight forwarding contract, non-disclosure agreements, lease agreements
* Leading legal aspects of the comparative advertising campaign
* Advised on claims and strategize on legal defences with external Lawyers
* Developing group policies and best practice documents in Competition Law
* Managing legal aspects of acquisitions and sales of parts and enterprises

***Mars 2009 – June 2010* Total Group Headquarter –Downstream Branch – *Major Oil & Gas company - Paris***

* Analysing legal and business issues relating to a sourcing project in Asia for global procurement and coordinating with the Shanghai IPO and external business consultants
* Drafting and negotiating international agreements
* Providing legal support to worldwide subsidiaries
* Drafting and negotiating trading and supply gas contracts
* Screening of changes in Oil and Gas regulation
* Drafting the Ethical Business Conduct for the ***Europe Petroleum Industry Association***

**LAW FIRM - *Lawyer Internships***

2007 - 2008 **Law Firm Roche & Associates,** *Lyon, France*

*(6 months)* Business Law matters: consulting and litigation

2007 **Law Firm Matthew Arnold & Baldwin,** *London,UK*

*(2 months)* Assisting partners & associates in matters involving French companies

2004 **Law Firm Dubarry Le Douarin Veil,** *Paris, France*

*(4 months)* Business Law matters: consulting and litigation

**LANGUAGES**

**French:** Native

**English**: Fluent:

**EDUCATION**

**2008-2009 EM Lyon Business School -**Masters in International Business Law & Management

**2004-2005 Aix-Marseille III, Law University -** Masters in Law

**2003-2004 Lyon III, Law University -** Maîtrise en droit(Juris Doctor)

**EXTRA-CURRICULAR ACTIVITIES**

**Memberships:** Singapore Corporate Counsel Association (SCCA)

French In-House Lawyers Association

**Publication:** *“Legal qualification of video game”* Video Game French Agency” (2008).

**Sports:** Diving, running, sailing

**Health & Safety:** First Aid Certificate and CPR certified (since 2005)

Community Emergency Preparedness Programme Certificate (2007) - *Singapore Civil Defense Force*

**REFERENCES:**

Mr. Andre Rbdjan CEO - ArcelorMittal Projects Oil & Gas

Mr. Dece Porello Head of Legal - McDermott Asia Pacific